

BEST AVAILABLE COPY

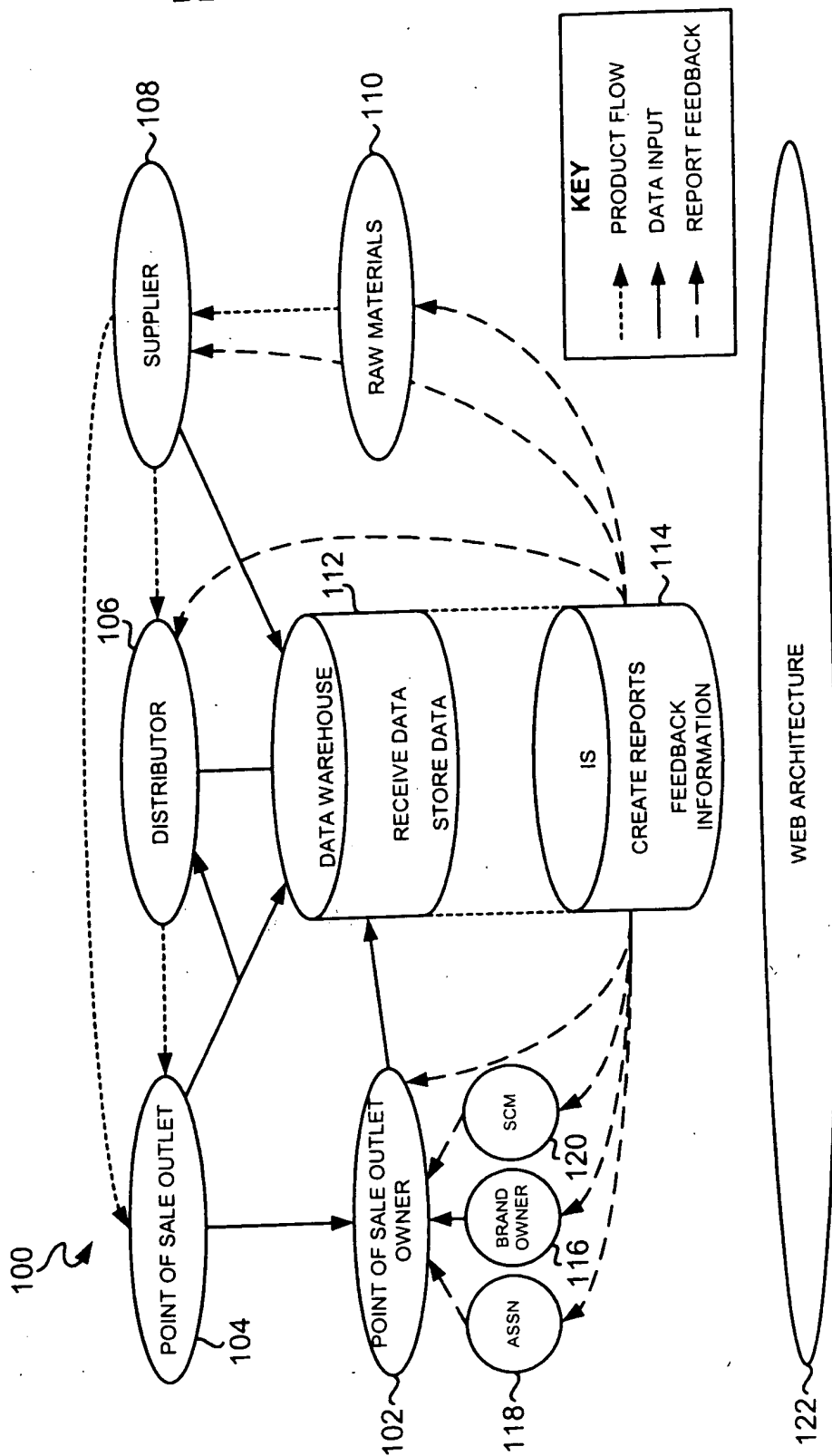


FIG. 1A

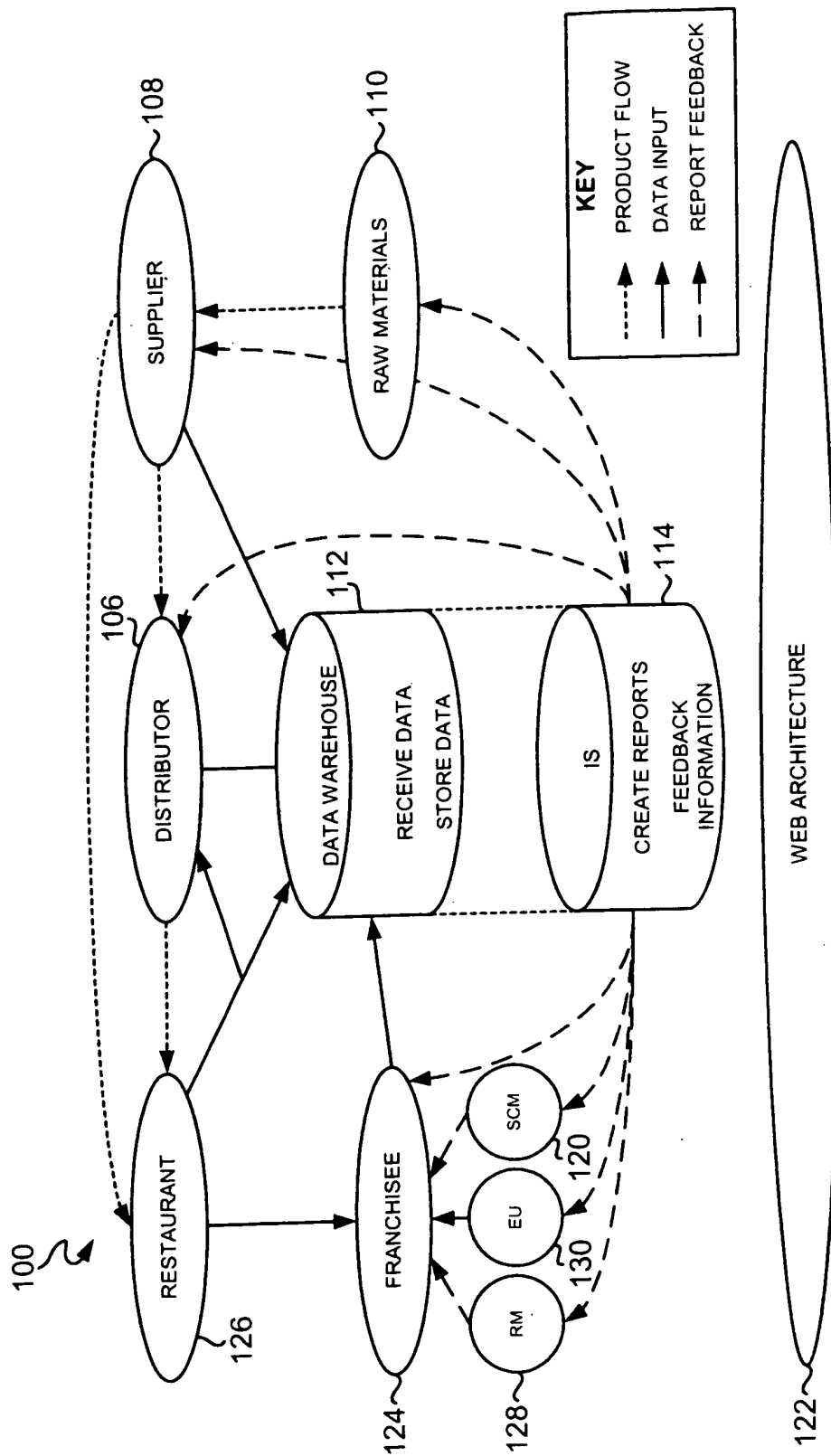
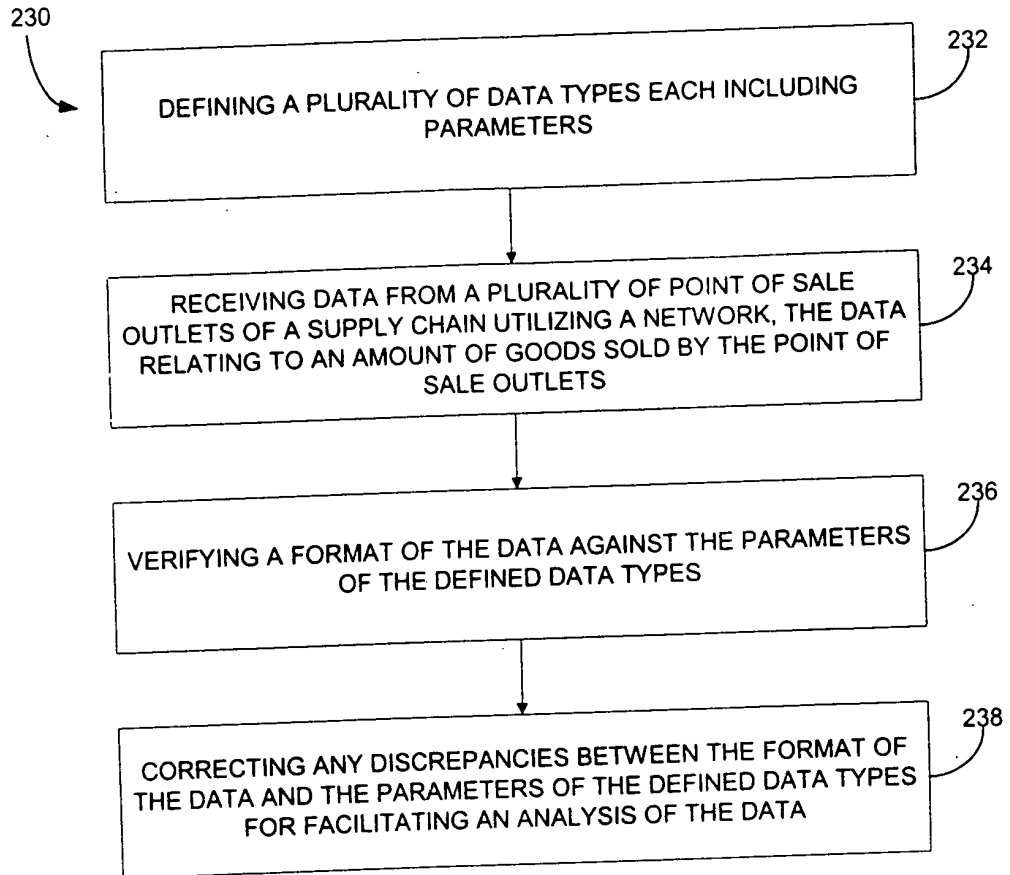
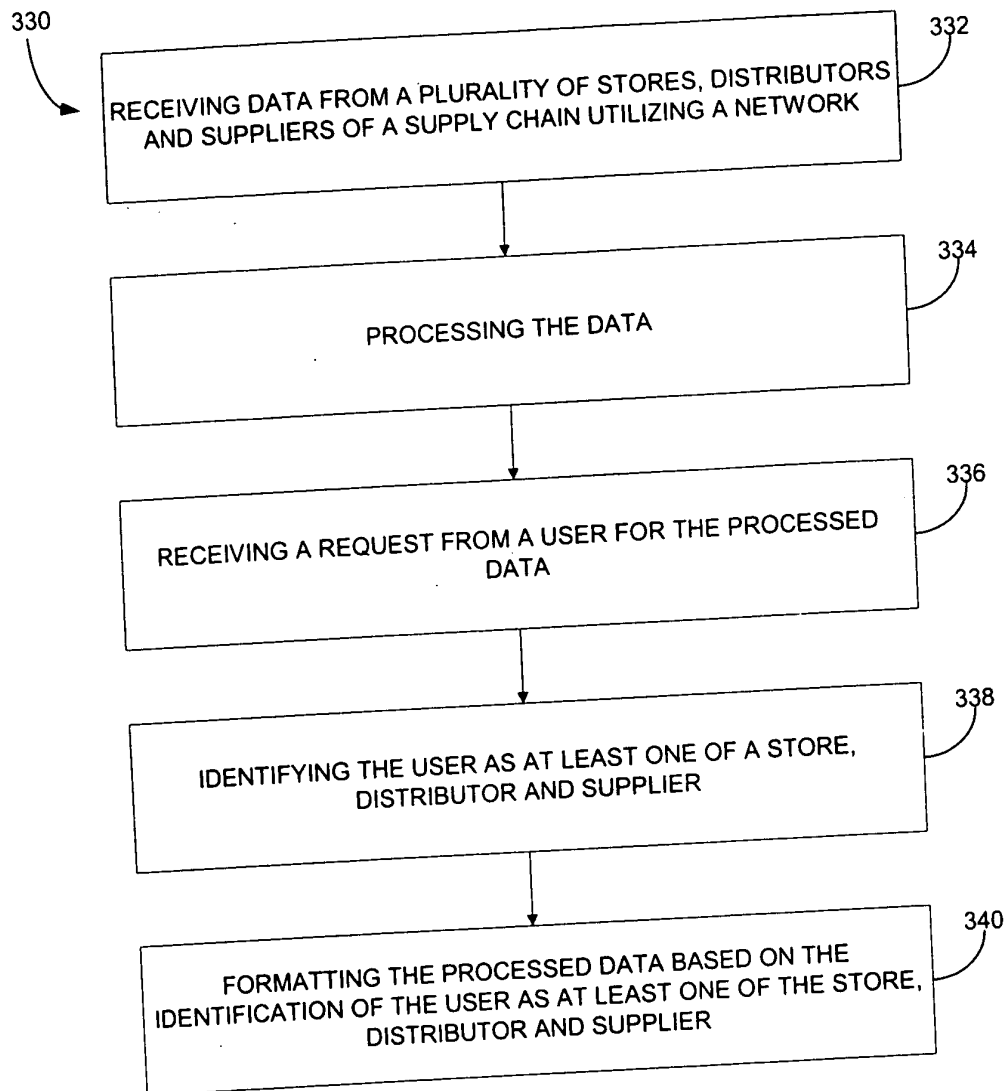


FIG. 1B



**FIG. 2**



**FIG. 3**

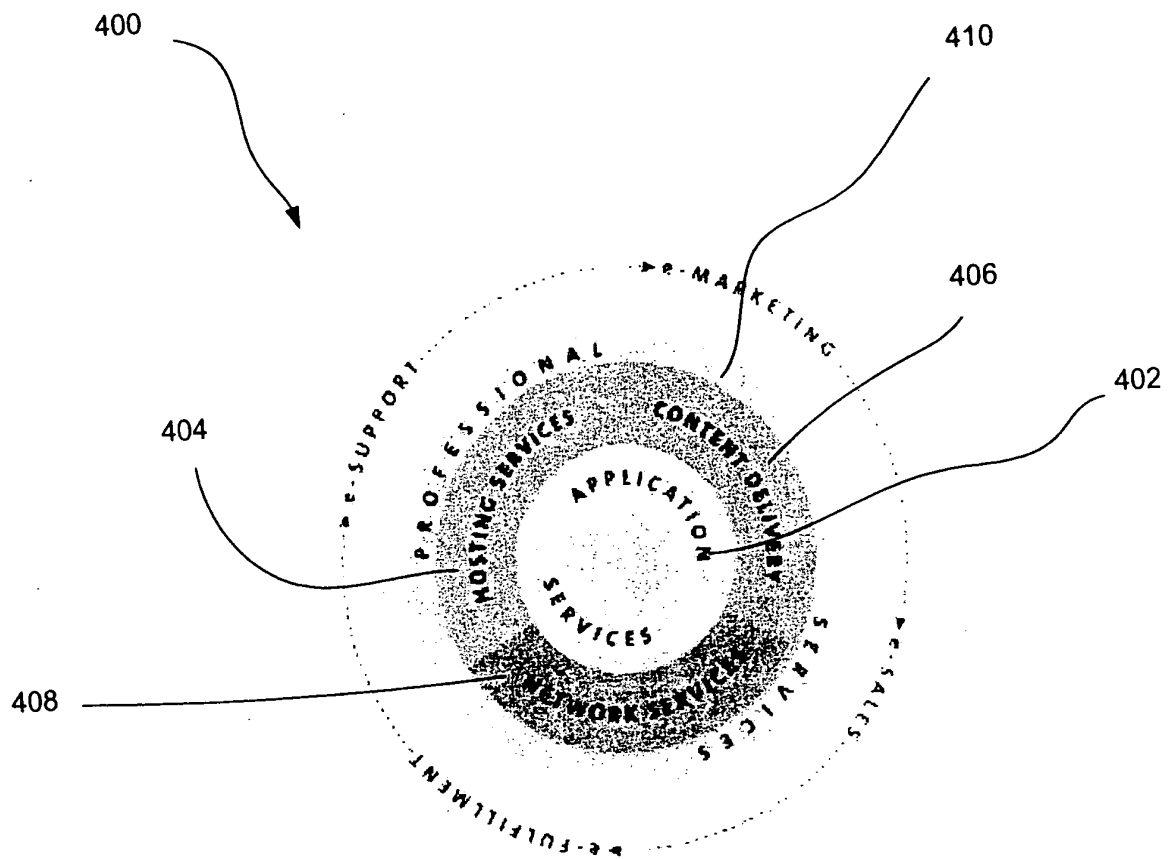
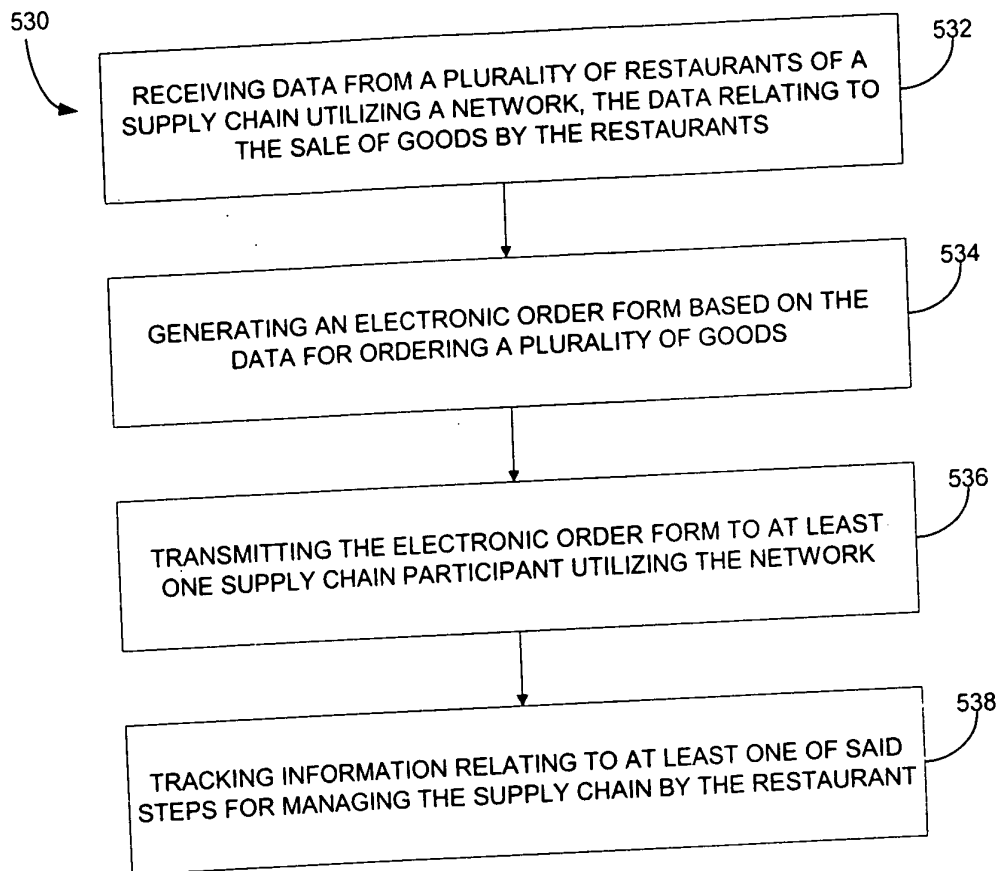
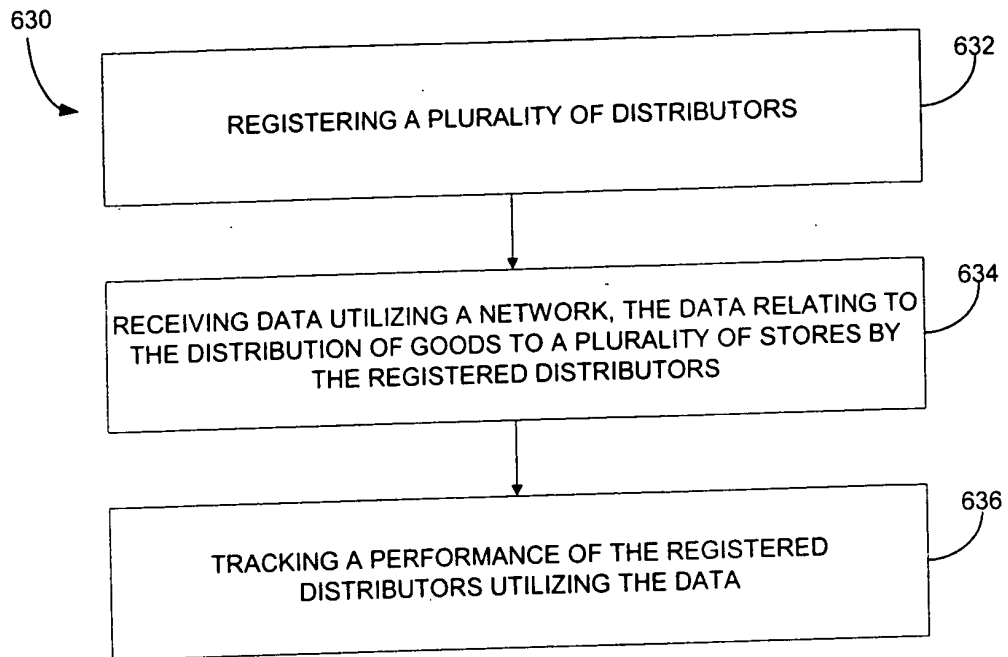


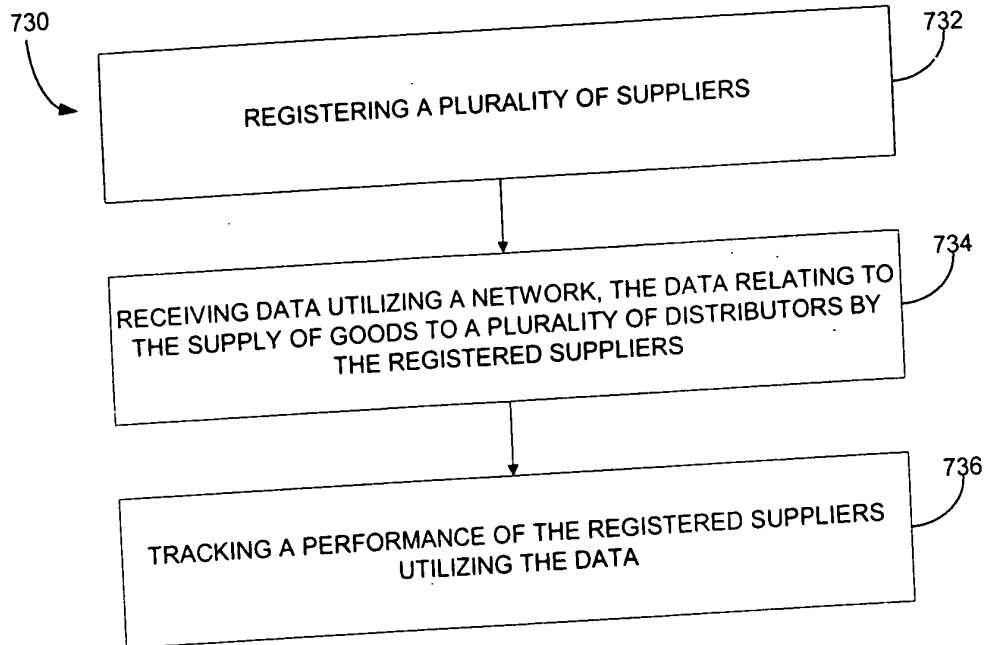
Fig. 4



**FIG. 5**

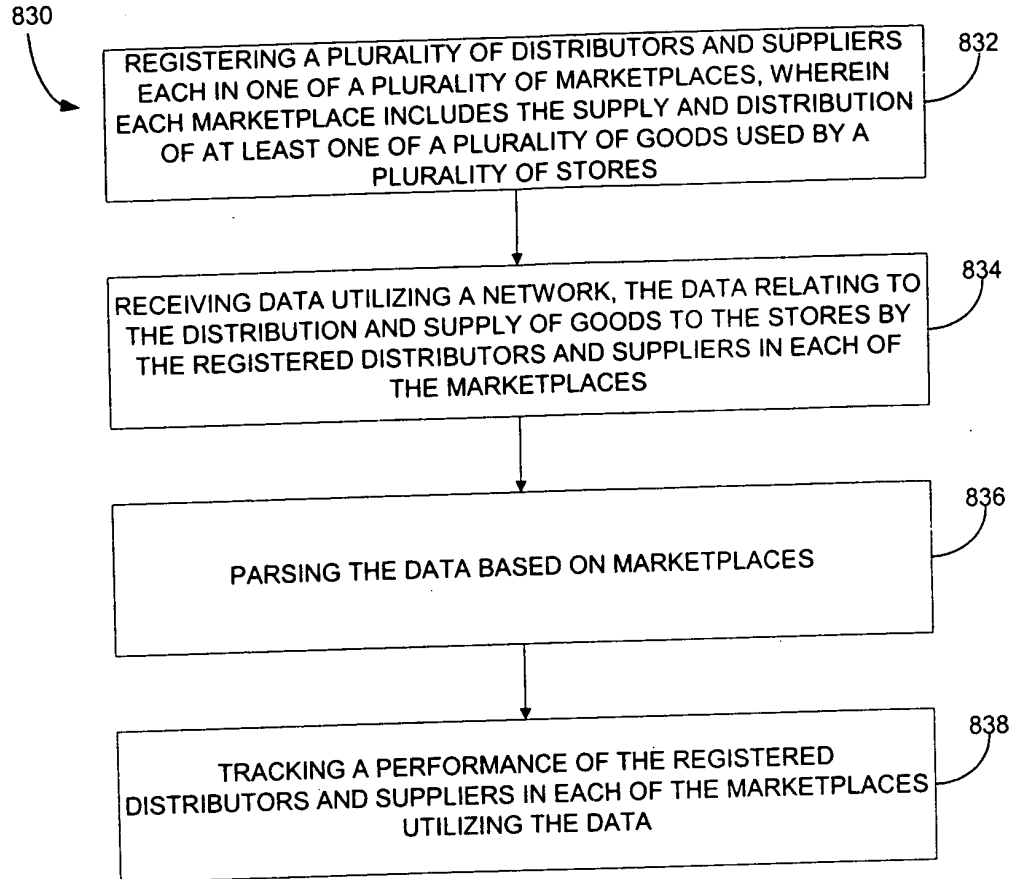


**FIG. 6**

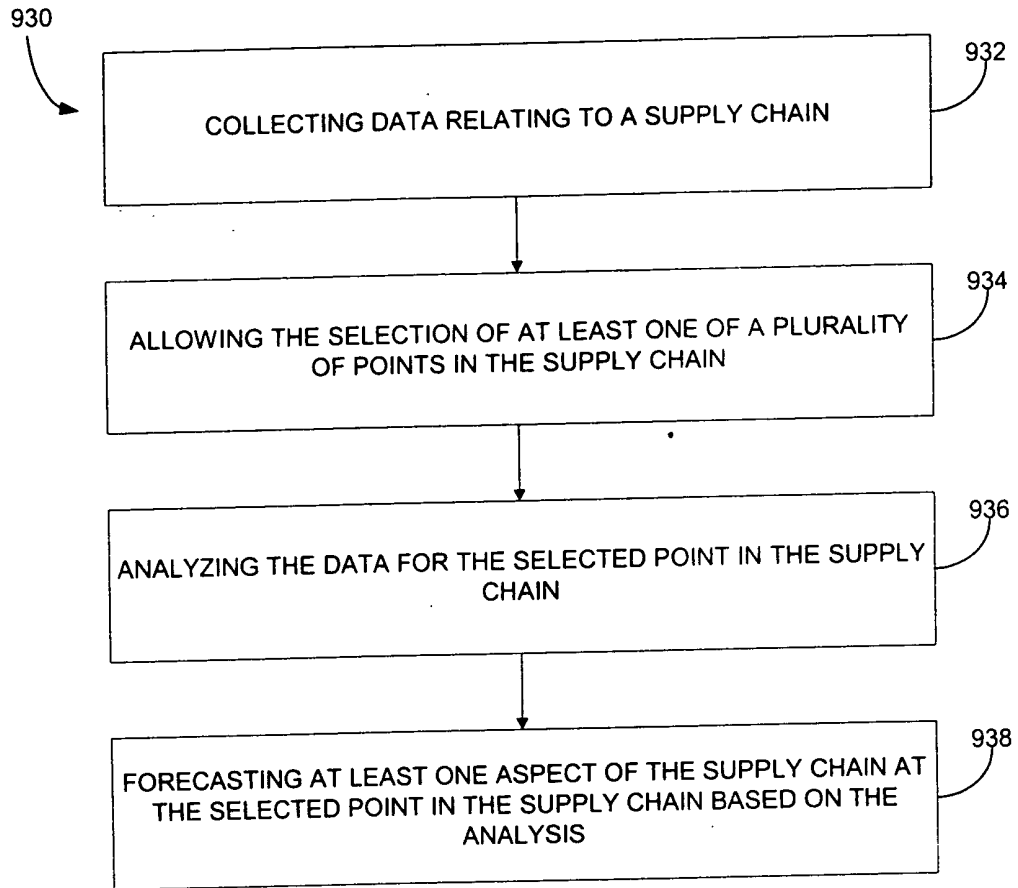


**FIG. 7**

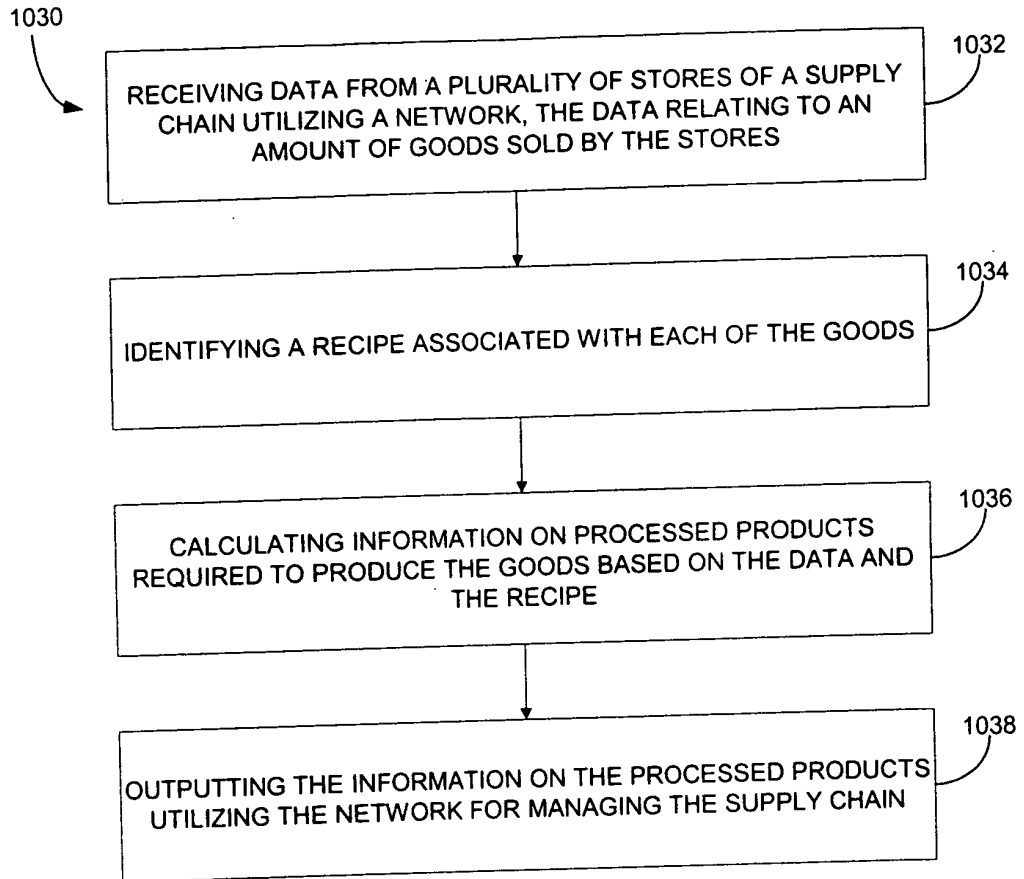




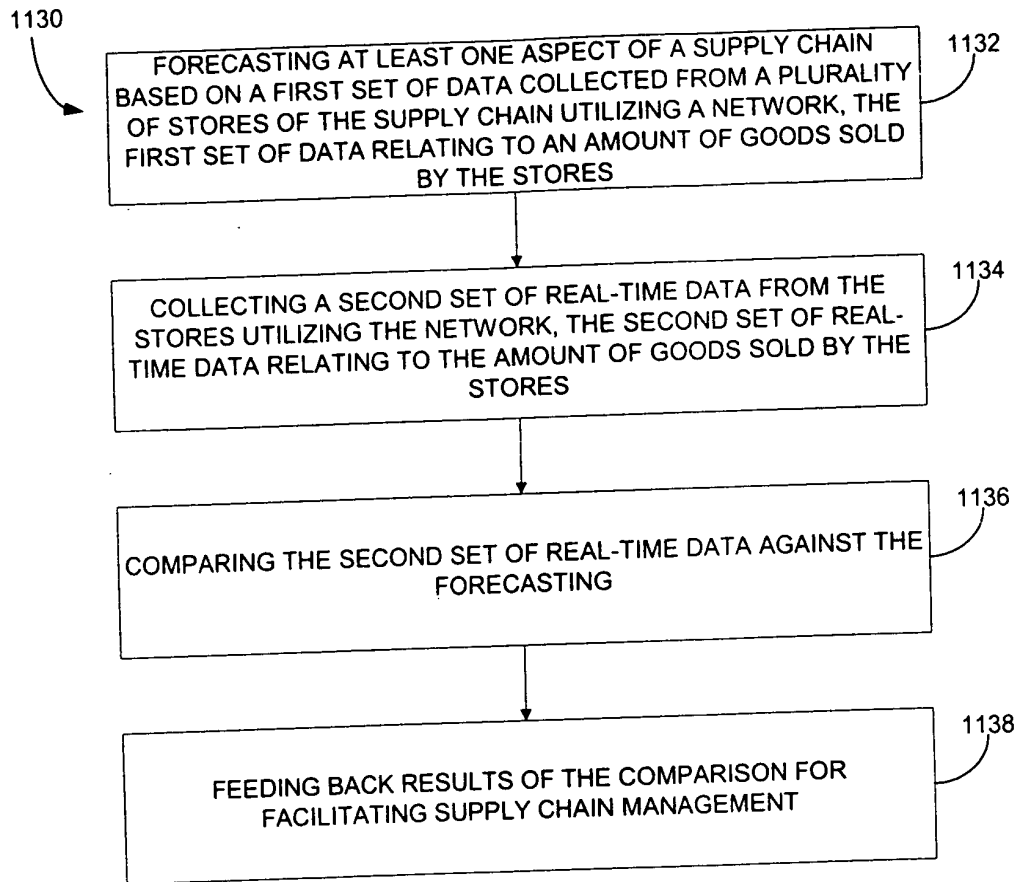
**FIG. 8**



**FIG. 9**



**FIG. 10**



**FIG. 11**

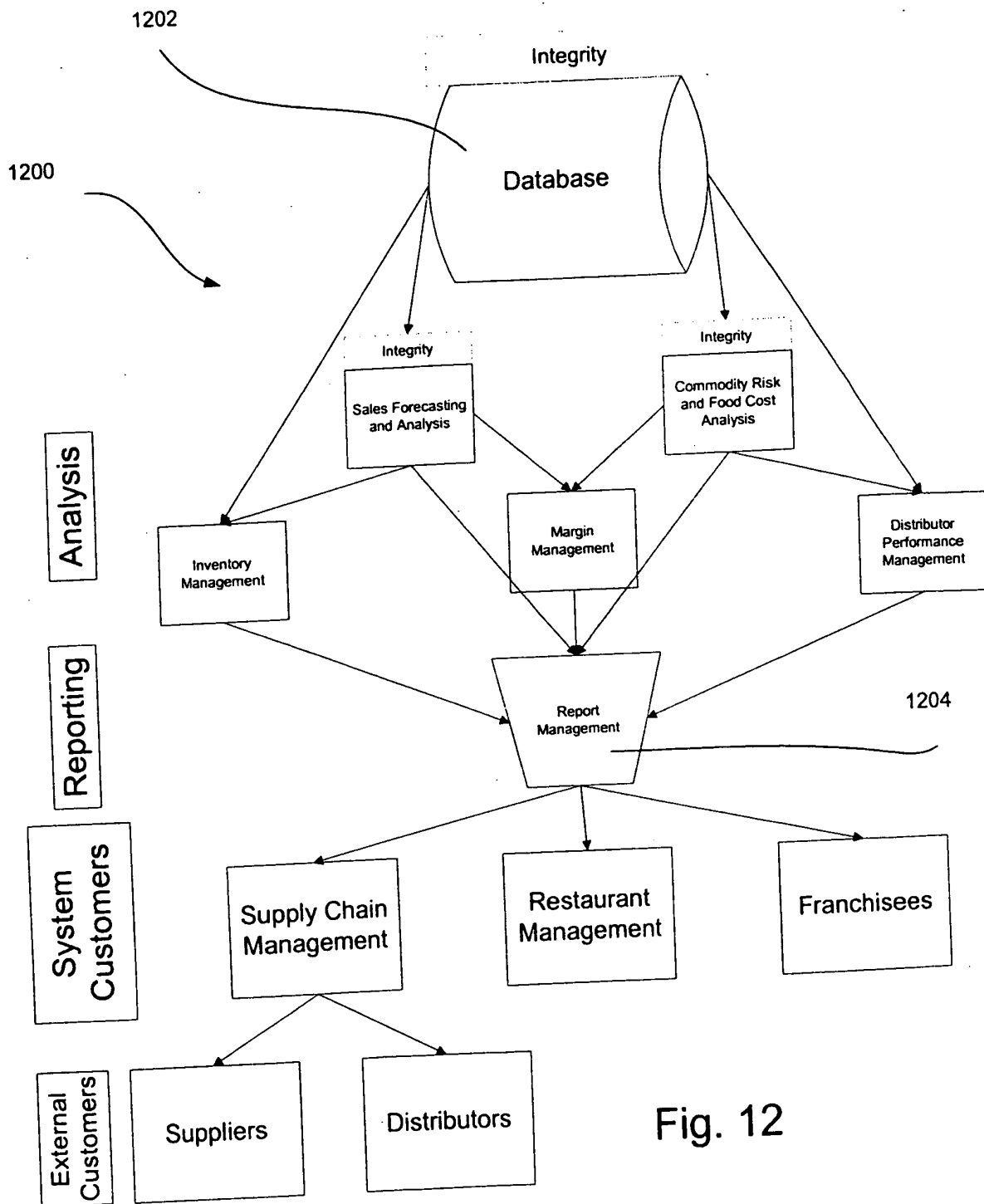
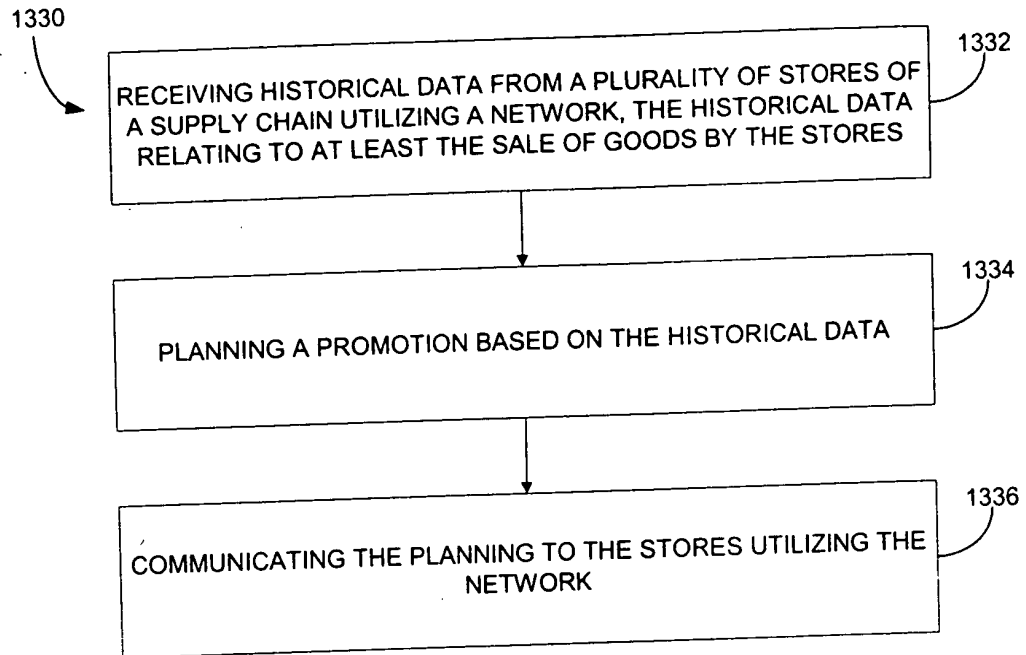
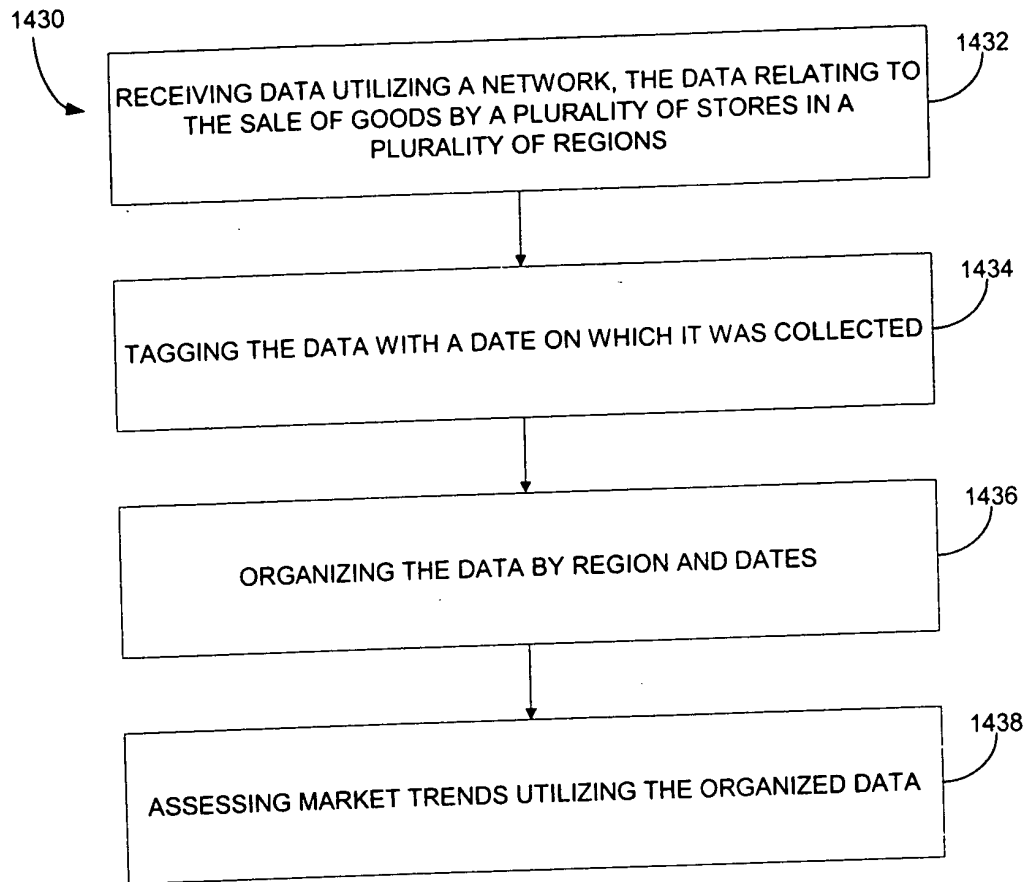


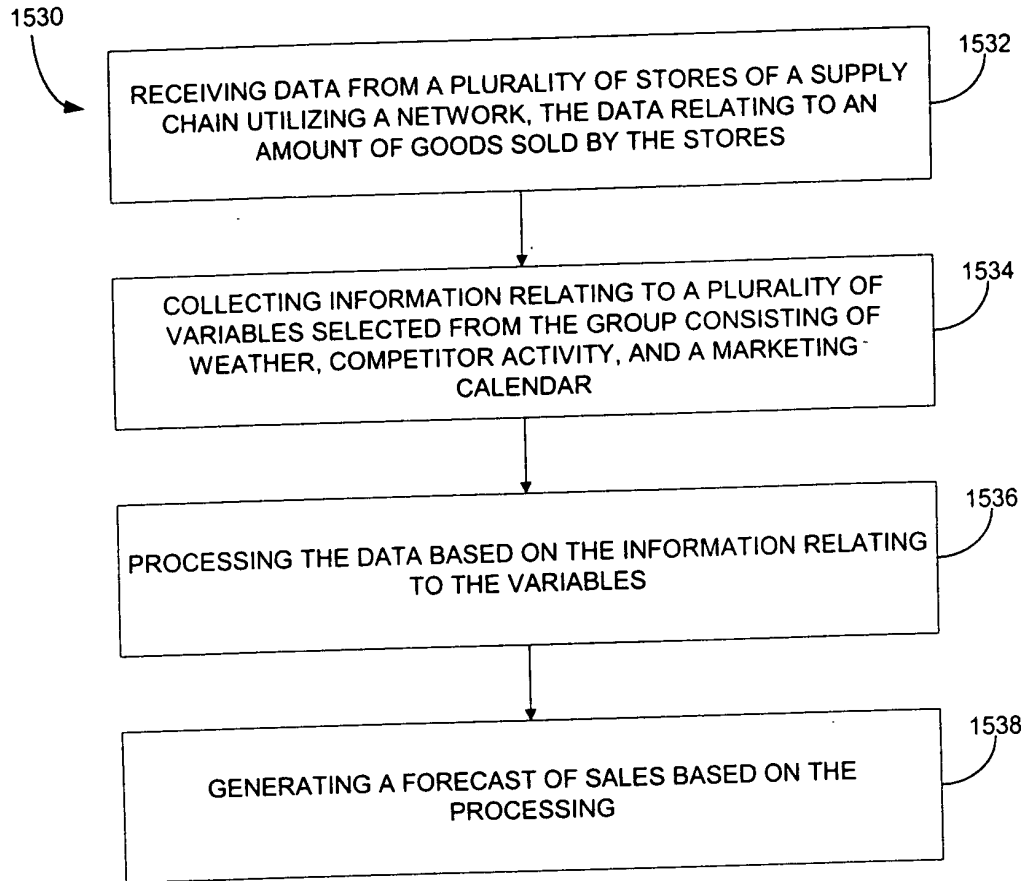
Fig. 12



**FIG. 13**

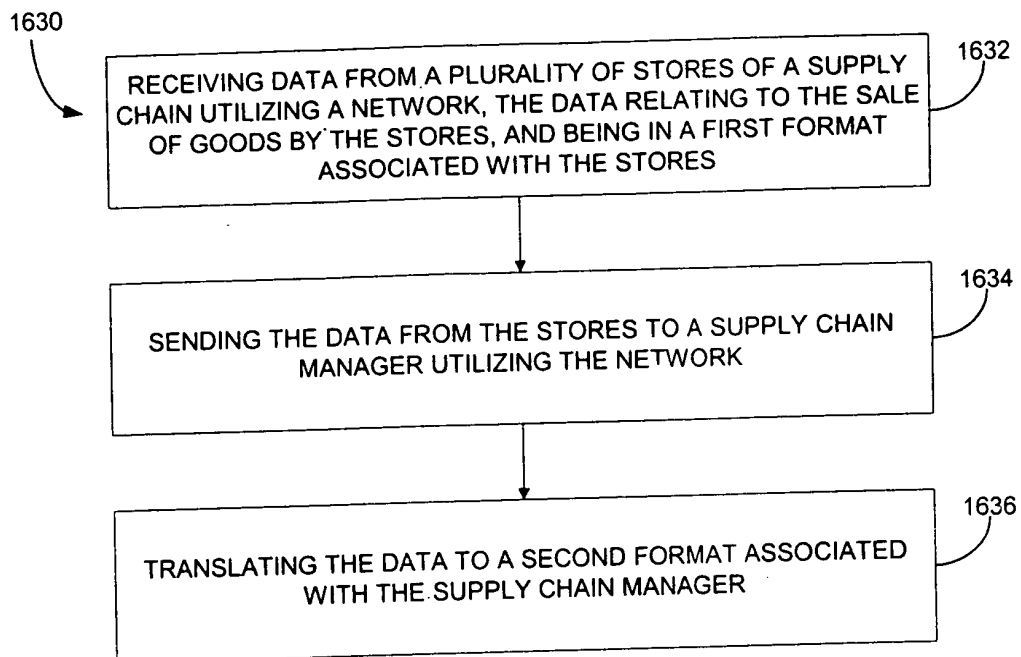


**FIG. 14**

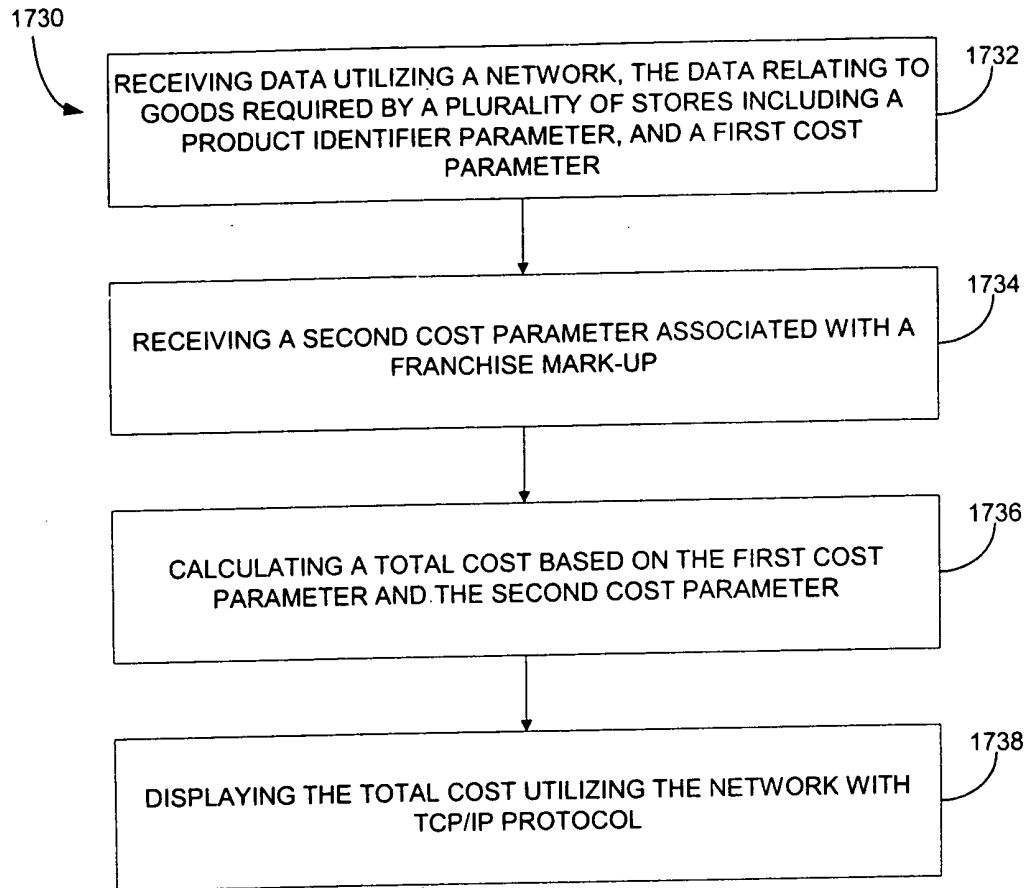


**FIG. 15**

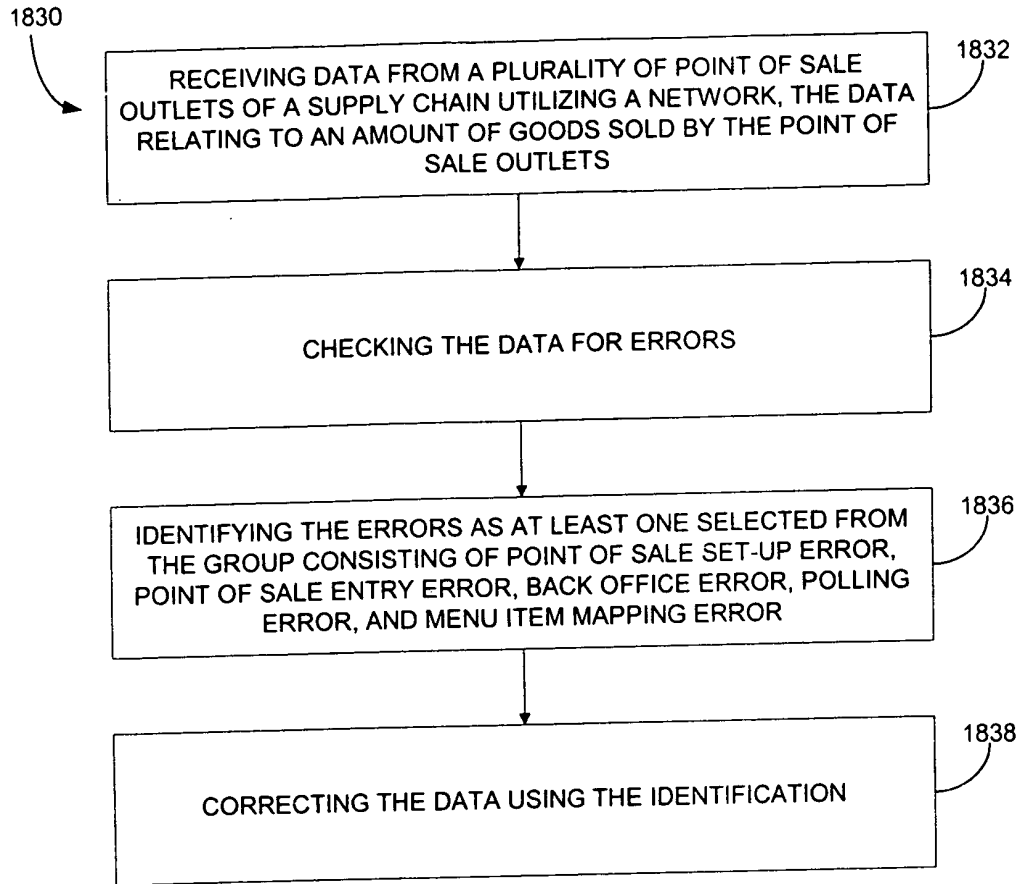




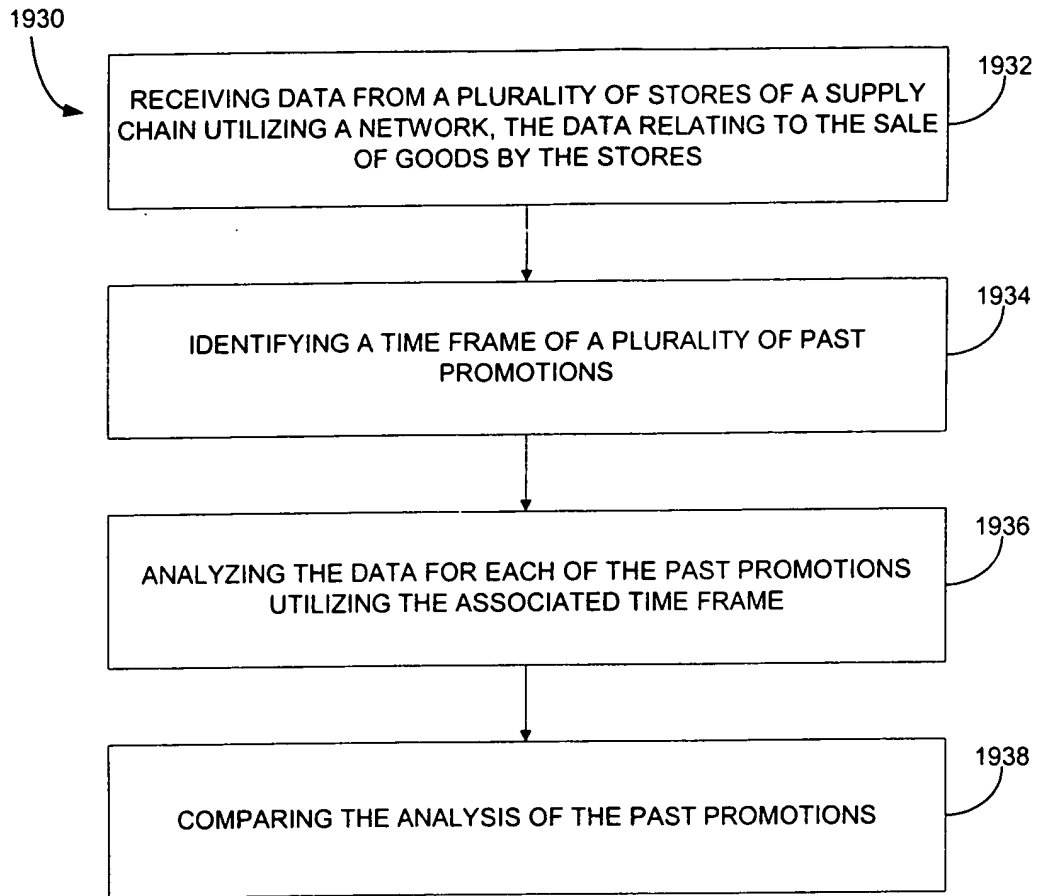
**FIG. 16**



**FIG. 17**



**FIG. 18**



**FIG. 19**

2000 2002

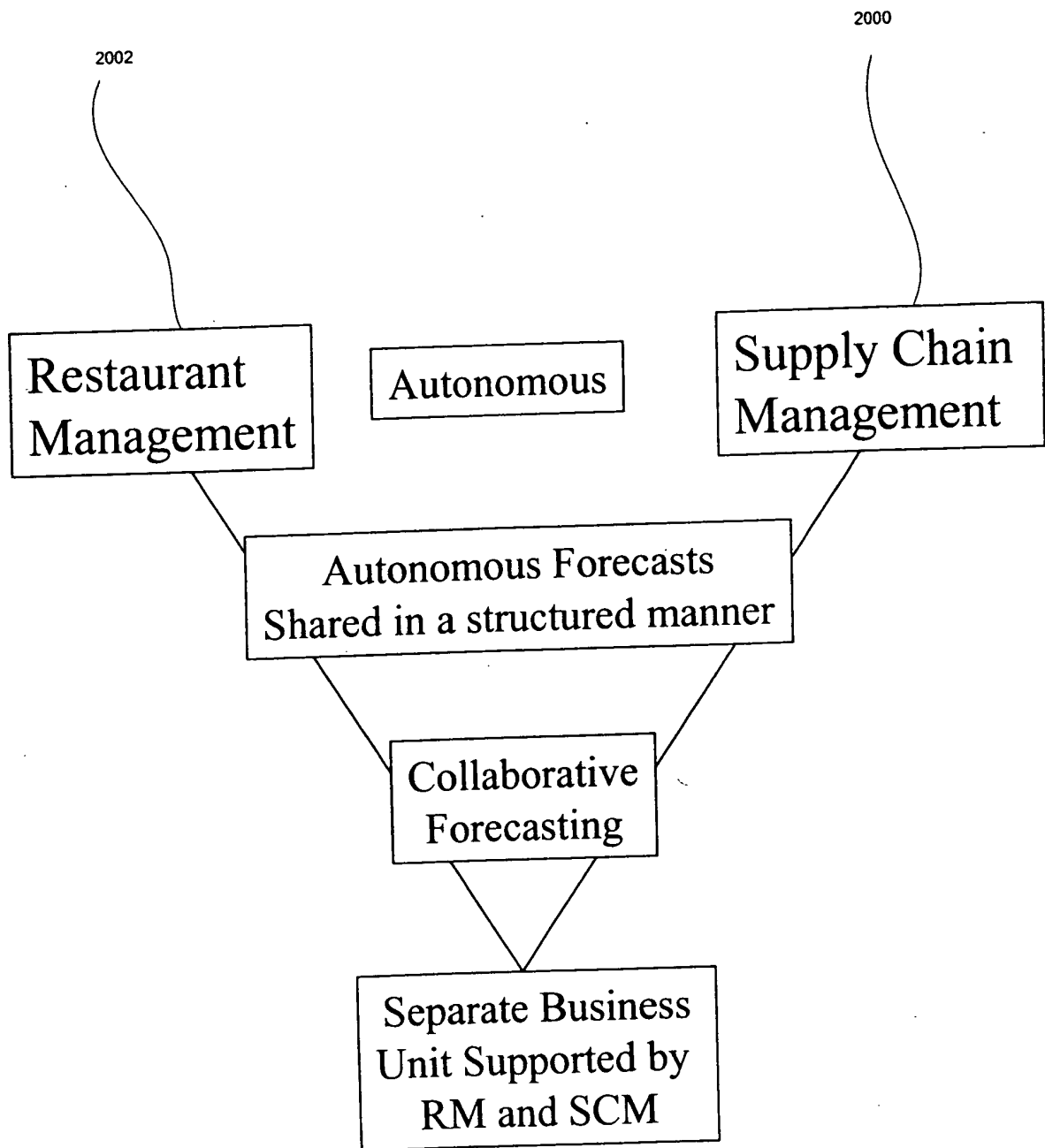
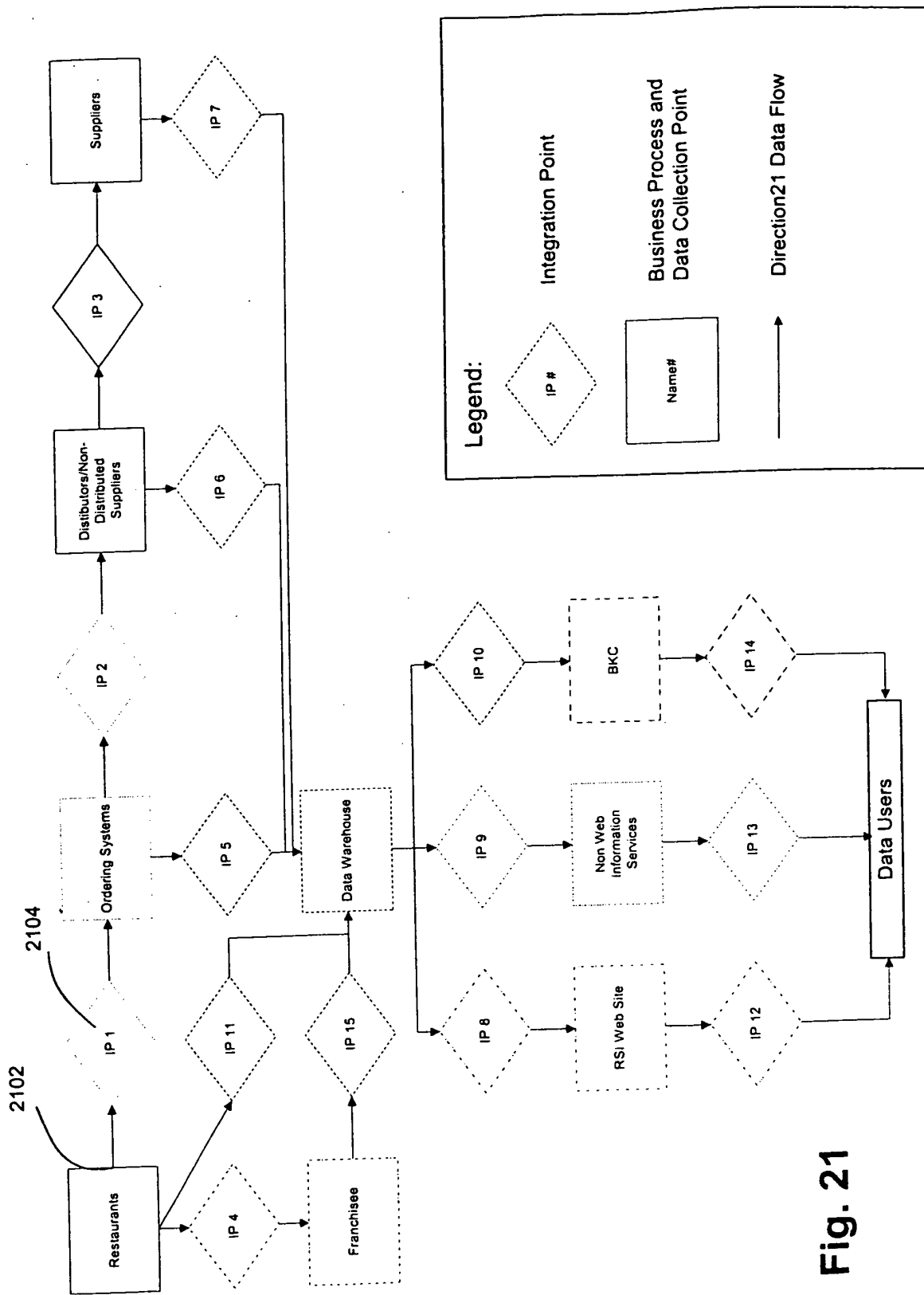


Fig. 20



**Fig. 21**

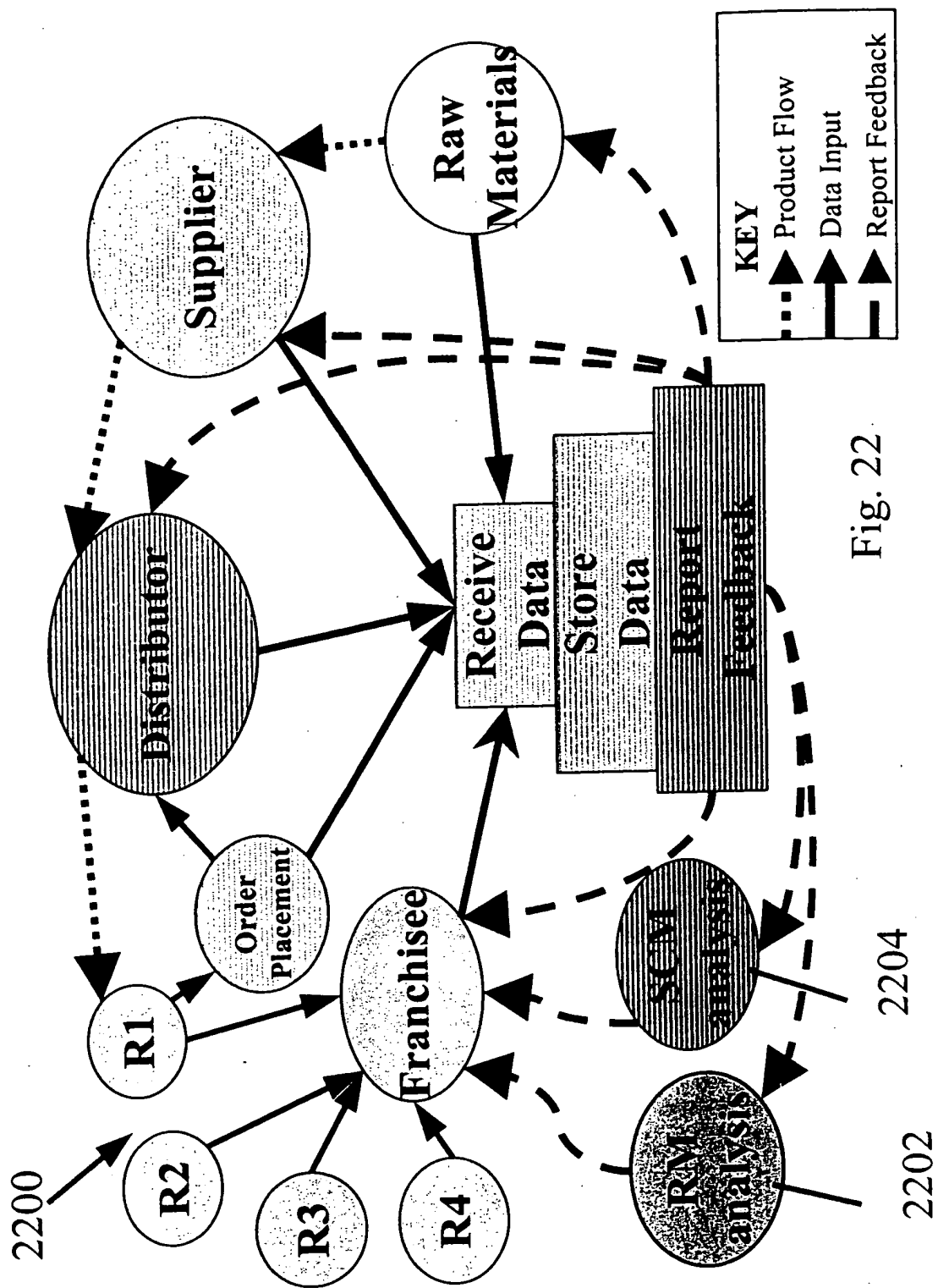
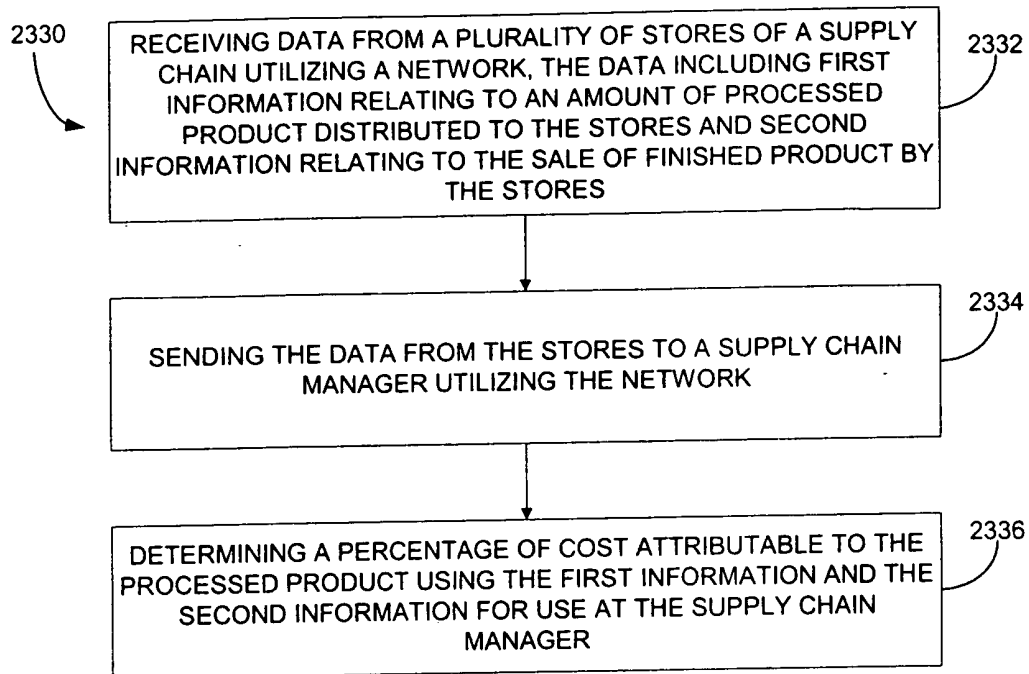


Fig. 22



**FIG. 23**



FIG. 24

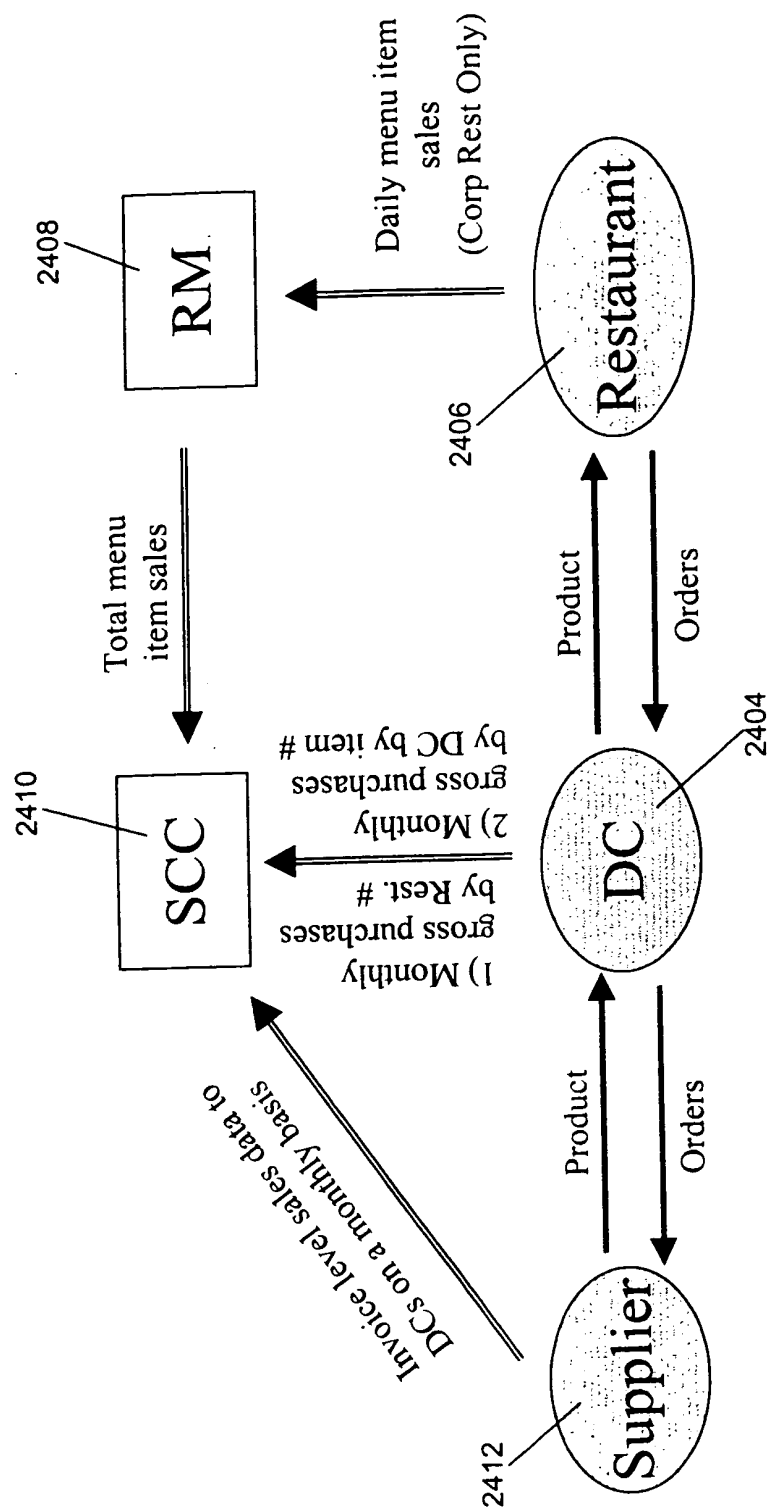
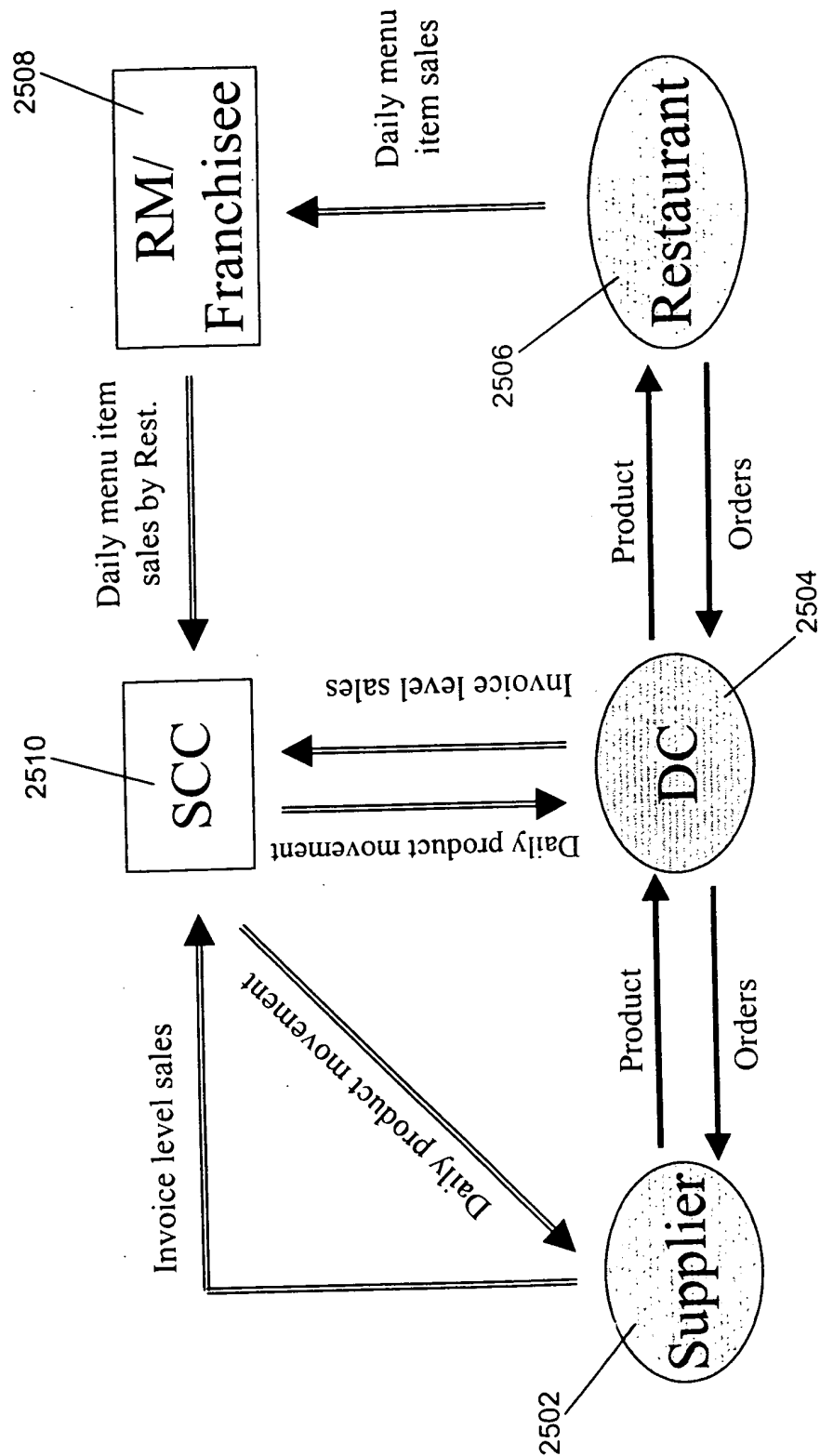


FIG. 25




# FIG. 26

Sales Forecast Worksheet - System															
Week	History								Forecast						
	Q1	Q2	W-6	W-5	W-4	W-3	W-2	W-1	W+1	W+2	W+3	W+4	W+5	W+6	Q3
GRP's															
Nin'l Marketing Theme															
Advertising Score															
Local Considerations															
Competition Index															
Weather Index															
Seasonality Index															
Sales History/Forecast Total (\$/store)															
Key Products by Menu Item (units/day/store)															
WHOPPERS	437	327	203	207	193	234	297	282	300	344	358	394	413	409	284
WHOPPERS W/CHEESE	208	172	143	140	135	155	196	172	163	172	179	196	206	204	143
YWVM WHOPPERS	805	723	701	692	623	760	921	829	900	943	829	912	958	948	707
etc.....															
Key Products by Inventory Item (cases/day/store)															
Beef-Whopper 4.0 oz	10.1	8.5	7.3	7.2	6.6	8.0	9.8	8.9	9.5	10.1	9.5	10.4	11.0	10.8	7.9
Cheese-American Sliced	0.3	0.2	0.2	0.2	0.2	0.2	0.3	0.2	0.2	0.2	0.2	0.3	0.3	0.3	0.2
Mayo-bulk	2.8	2.4	2.0	2.0	1.9	2.2	2.8	2.5	2.7	2.8	2.7	2.9	3.1	3.0	2.2
Pickles - Pail	1.8	1.5	1.3	1.3	1.2	1.4	1.7	1.6	1.7	1.8	1.7	1.8	1.9	1.9	1.4
Wrap Whopper	0.4	0.3	0.3	0.3	0.2	0.3	0.4	0.3	0.3	0.4	0.3	0.4	0.4	0.4	0.3
Ketchup- Bulk	1.9	1.6	1.4	1.4	1.2	1.5	1.8	1.7	1.8	1.9	1.8	2.0	2.1	2.0	1.5
Bun-Whopper 5" (dozen)	120.8	101.8	87.3	86.6	79.3	95.8	117.8	106.9	113.6	121.6	113.8	125.2	131.4	130.1	94.5
Lettuce - shredded	3.4	2.9	2.5	2.4	2.2	2.7	3.3	3.0	3.2	3.4	3.2	3.5	3.7	3.7	2.7
Tomatoes	4.5	3.8	3.3	3.2	3.0	3.6	4.4	4.0	4.3	4.6	4.3	4.7	4.9	4.9	3.5
Onions - sliced	4.5	3.8	3.3	3.2	3.0	3.6	4.4	4.0	4.3	4.6	4.3	4.7	4.9	4.9	3.5
etc....															

2600

2602

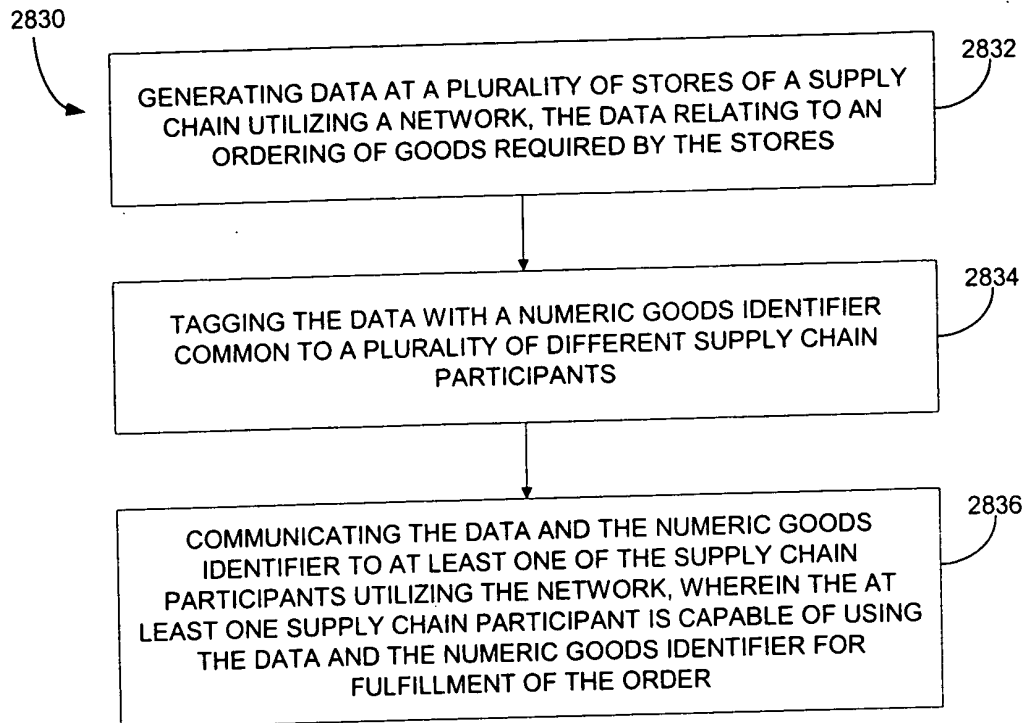
2604

2700 

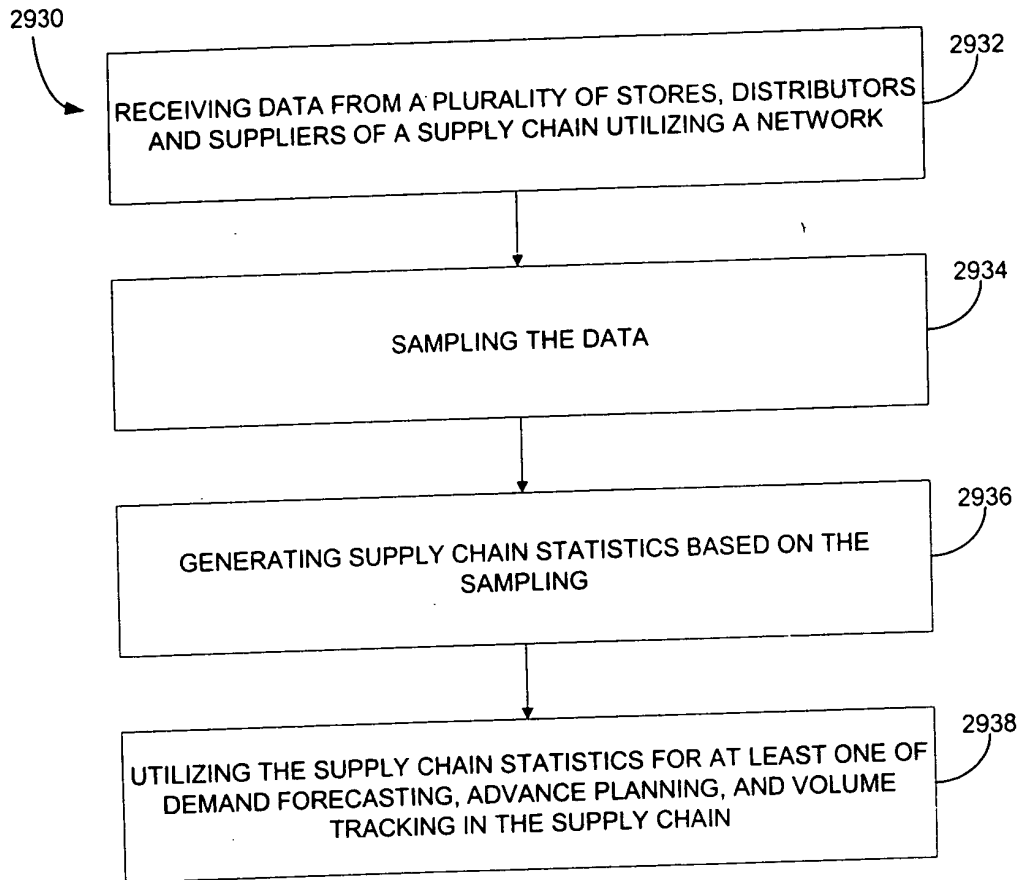
**FIG. 27**

Promotional Monitor - System & Regional													
		History				Week #1							
		W-4	W-3	W-2	W-1	D+1	D+2	D+3	D+4	D+5	D+6	D+7	Total
Total Sales/\$(Store)		\$23,000	\$23,500	\$23,250	\$23,450	\$2,888	\$3,150	\$3,413	\$3,413	\$3,675	\$5,513	\$4,200	\$26,250
Menu Item Sales for Key Products(units/restaurant/week)													
Category	Segment	215	211	228	269	32	34	37	37	40	60	46	286
Whopper	WHOPPERS	146	142	148	162	18	20	21	21	23	35	26	165
	WHOPPERS W/CHEESE	699	679	714	813	94	103	111	111	120	180	137	857
YWWM WHOPPERS		1,060	1,032	1,090	1,244	144	157	170	170	183	275	209	1,309
Whopper Total													
Variance from Expected (Highlighted Areas are Outside of Expected Range)													
Whopper	WHOPPERS	11.4%	-9.8%	-23.2%	-4.6%	2.3%	3.0%	1.0%	4.0%	11.0%	16.0%	8.0%	6.5%
	WHOPPERS W/CHEESE	8.1%	-8.4%	-24.5%	-5.8%	1.0%	4.0%	1.0%	4.0%	13.0%	14.0%	9.0%	6.6%
	YWWM WHOPPERS	12.2%	-10.7%	-22.5%	-1.9%	3.0%	3.0%	1.0%	5.0%	16.0%	19.0%	7.0%	7.7%
Whopper Total		10.6%	-9.6%	-23.4%	-4.1%	2.1%	3.3%	1.0%	4.3%	13.3%	16.3%	8.0%	6.9%

2702



**FIG. 28**



**FIG. 29**

3000

3000

Distribution Center: Alliant Topeka

Time Period (Month/Yr): Jun-00

**Delivery Order Fill Rate**

Total Cases Ordered:		65712									
Operations:		Warehouse Outs	Damages	MisPicks	Short on Truck	Overlooked and Not Returned	Total Operations				
Cases:		154	68	62	284		568				
Percent		0.23%	0.10%	0.09%	0.43%	0.00%	0.86%				

3002

Purchasing:		Out of Stocks	Substitutions	Out of Code	Total Purchasing
Cases:	990		70		1060
Percent:	1.51%		0.11%		1.61%

3004

Distribution Center Total:	Cases	Percent
Operations:	568	0.86%
Purchasing:	1060	1.61%
Grand Total:	1628	2.48%

Delivery Order Fill Rate: 97.52%

**On-Time Delivery Rate**

Total # of Deliveries:	1232
# of On-Time Deliveries:	
On-Time Delivery Rate:	0.00%

**Perfect Order Rate**

Total # of Deliveries:	1232
Total # of Perfect Orders:	725
Perfect Order Rate:	58.85%

**FIG. 30**

# Alliant - Monthly DC Data Feed Performance August 2000 Mock Report

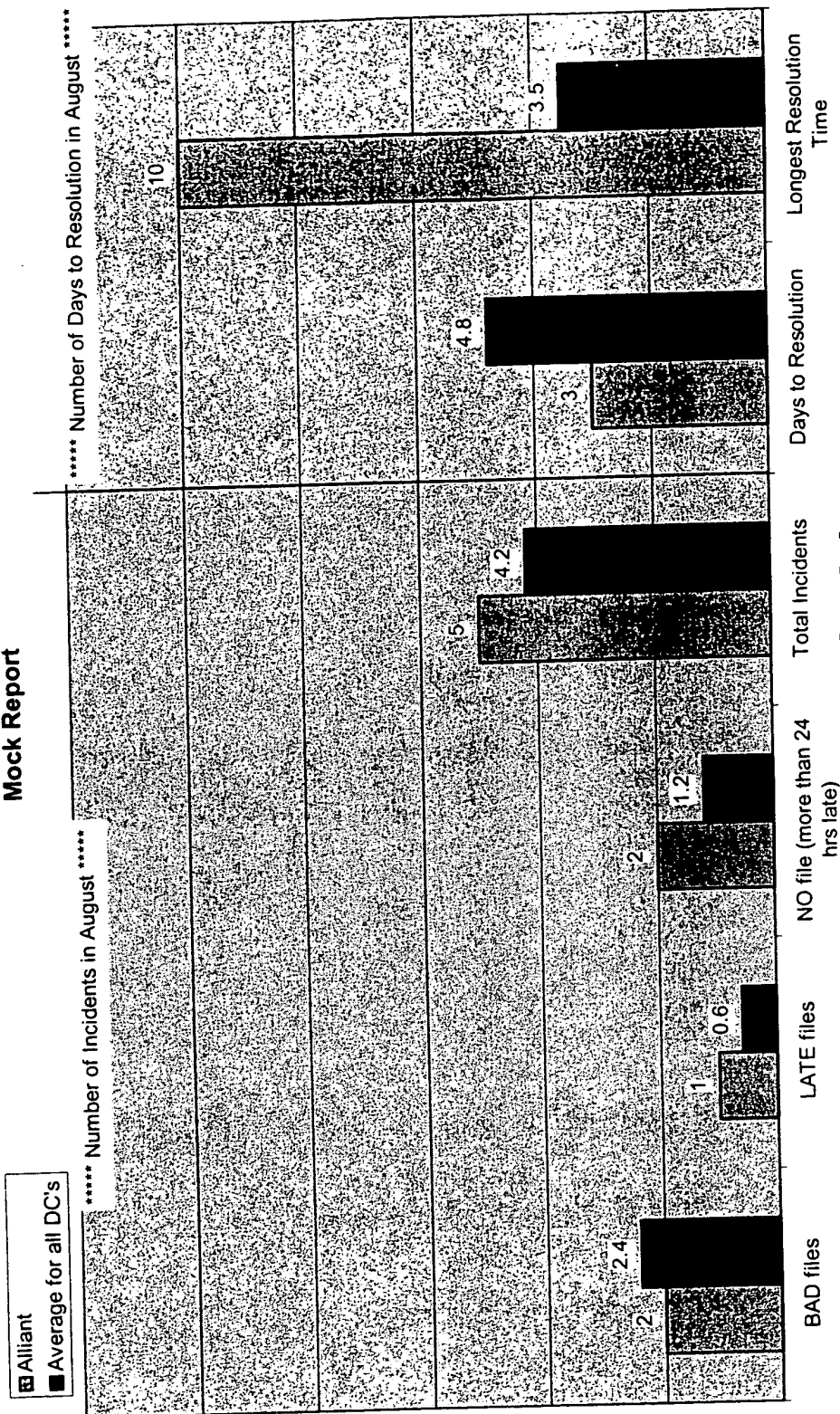


FIG. 31



703020 000000

3200



# Service Level Reporting August

	Fill Rate	On - Time	Perfect Order
Alliant-Paducah	99.14%		
Alliant-Topeka			
Alliant Wixom	99.05%		
King-Atlanta	99.34%		78.70%
King-Jacksonville			
King-Louisville			
Maines 29, Conklin	99.41%		79.25%
Maines 30, Cleveland			
Maines Long Island	99.41%		
Maines New England			79.83%
MBM Fullerton	99.13%		#DIV/0!
MBM Lewisville			#DIV/0!
MBM Orlando			#DIV/0!
MBM Rocky Mount	99.13%		#DIV/0!
McCabe's			
McLane Lubbock	#DIV/0!	#DIV/0!	#DIV/0!
Nicholas & Co.			
PFD Supply	99.16%		
PFG-Victoria	99.42%	#DIV/0!	
PYA/Monarch	99.20%		
Reinhart-Cedar Rapids	99.05%		
Reinhart-Oak Creek	99.31%		
Reinhart-Rogers			
Restaurants NW	99.03%	99.07%	80.77%
Shamrock Commerce City		99.85%	85.3%
Shamrock Phoenix	98.81%		
Sigma Harrisburg			
Sigma Stockton			
Sysco			

	Fill Rate	On - Time	Perfect Order
BKC Min	98.50%	90.00%	78.00%
RSI Min	98.50%	90.00%	80.00%

OK
Didn't meet RSI Min.
Didn't meet BK Min.

FIG. 32

# FIG. 33

3300

## Vendor:

XYZ Company

## Time Period:

Aug-00

3300

## Delivery Statistics:

DC Requested Lead-Time  
DC Adherence to Lead-Time  
Days Delivery Late  
On-Time Delivery Percentage  
Hours Delivery Late

4
95%
1.7
95%
0.93

## Invoice, Payment and Pricing:

Days for Payment  
Monthly FOB Variance  
Monthly Freight Variance  
Monthly Total Variance

12
\$ 30,152
\$ 3,594
\$ 33,746

## Invoice Accuracy:

Invoice Fill Rate  
PO Accepted Rate  
Perfect Order Percentage

97.25%
99.00%
92.34%

## Inventory Management:

Average Days On Hand  
SKU #1  
SKU #2  
Max Days On Hand  
SKU #1  
SKU #2

19
22
40
32

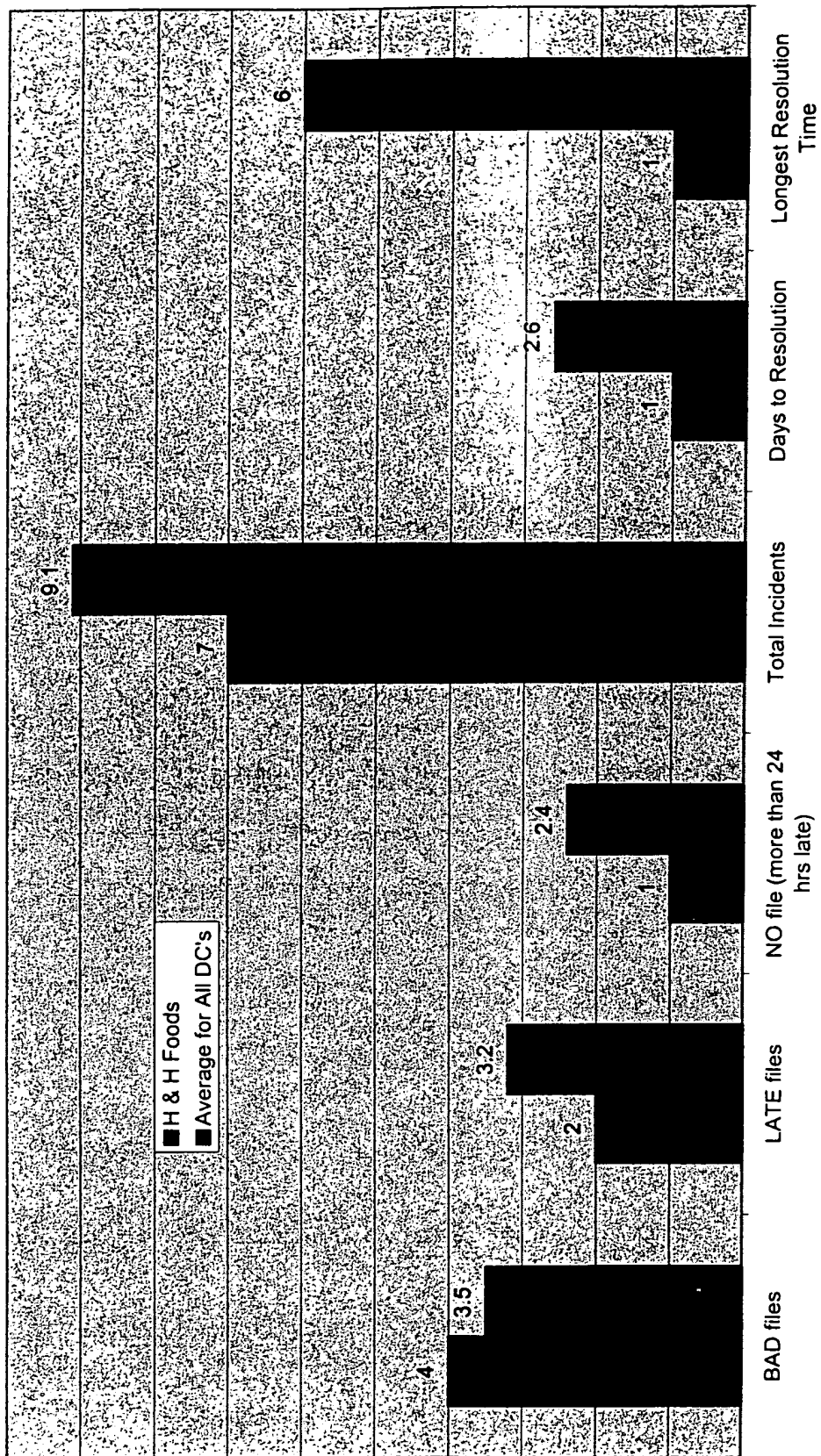
Monthly Carrying Cost  
SKU #1  
SKU #2  
Average as % FOB

\$ 42,513
\$ 12,589
1.25%

FIG. 34

H & H Foods - Monthly Supplier Data Feed Performance  
August 2000  
Mock Report

3400 →





3500

FIG. 35

# Service Level Reporting November - Mock Report

	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
GOODIES			
COMARK INSTRUMENTS, INC.			
WHITEFORD FOODS, INC.			
LEPAGE BAKERY / COUNTRY KITCHEN			
NCR-SYSTEMEDIA			
SIGNATURE MEATS GROUP			
SCHWEBEL'S BAKING CO.			
MAUI CUP			
MIRA PLASTICS			
DIXIE PRODUCE & PACKAGING			
NOR-LAKE, INC.			
FORT JAMES OPERATING COMPANY			
FRESH ADVANTAGE, KC			
SILVER KING - MN - CORP.			
TYSON FOODS			
READY ACCESS			
GEORGIA PACIFIC TISSUE			
CLOUGHERTY PACKING			
BEVERAGE AIR			
COMPONENT HARDWARE GROUP, INC.			
COCA-COLA USA			
TOASTMASTER			
GRANT COUNTY FOODS			
FRESH EXPRESS			
TAYLOR FARMS			
MODULAR DISPENSING SYSTEM			
CENTURY PRODUCTS, LLC			
ROSE PACKING COMPANY			

	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
RSI Min	\$5,000.00	92.00%	3.00%

OK
Didn't meet RSI Min.

FIG. 36

3600



## Mock Report/1

	FY-01	Oct-00	Nov-00	Dec-00	Jan-01	Feb-01	Mar-01	Apr-01	May-01
<b>Food Cost Index</b>									
Plan	99.75	99.69	99.20	98.63	100.33	100.49	101.12	100.44	99.92
Actual		99.10	98.90						
Variance		0.59							
Good/(Bad)			0.30						
<b>Total Dollar Purchases (in Millions) /2</b>									
Plan	\$2,237.24	\$183.98	\$182.73	\$184.54	\$187.33	\$187.03	\$189.14	\$187.47	\$186.83
Actual		\$182.84	\$182.08						
Variance		\$1.14	\$0.65						
Good/(Bad)		0.6%	0.4%						

/1 Includes on food cost index items.

/2 Based on FY 99 Sales Volumes

FIG. 36

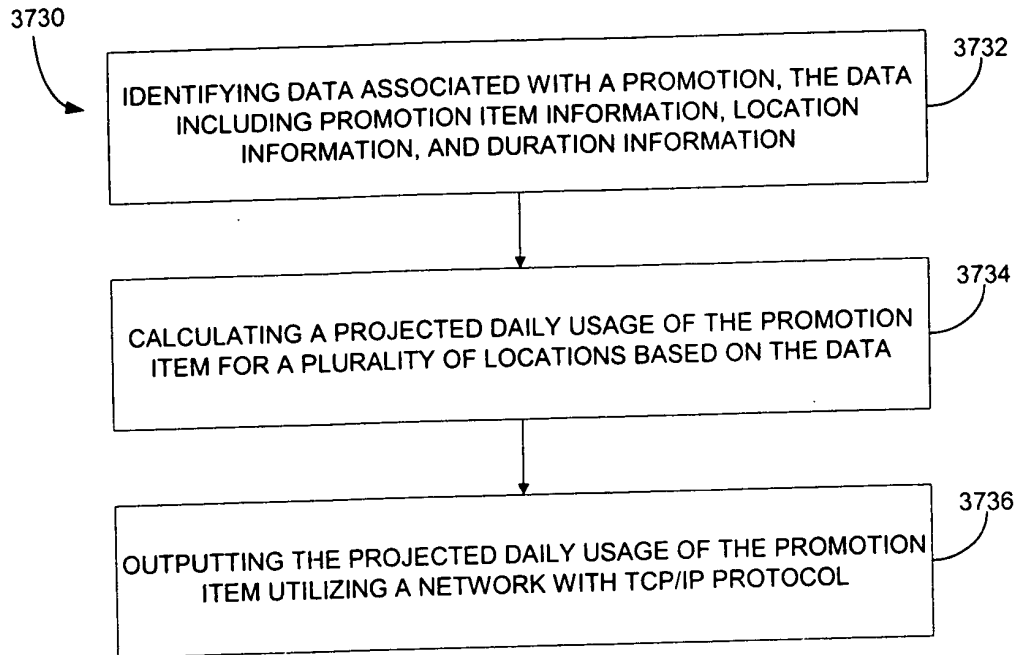
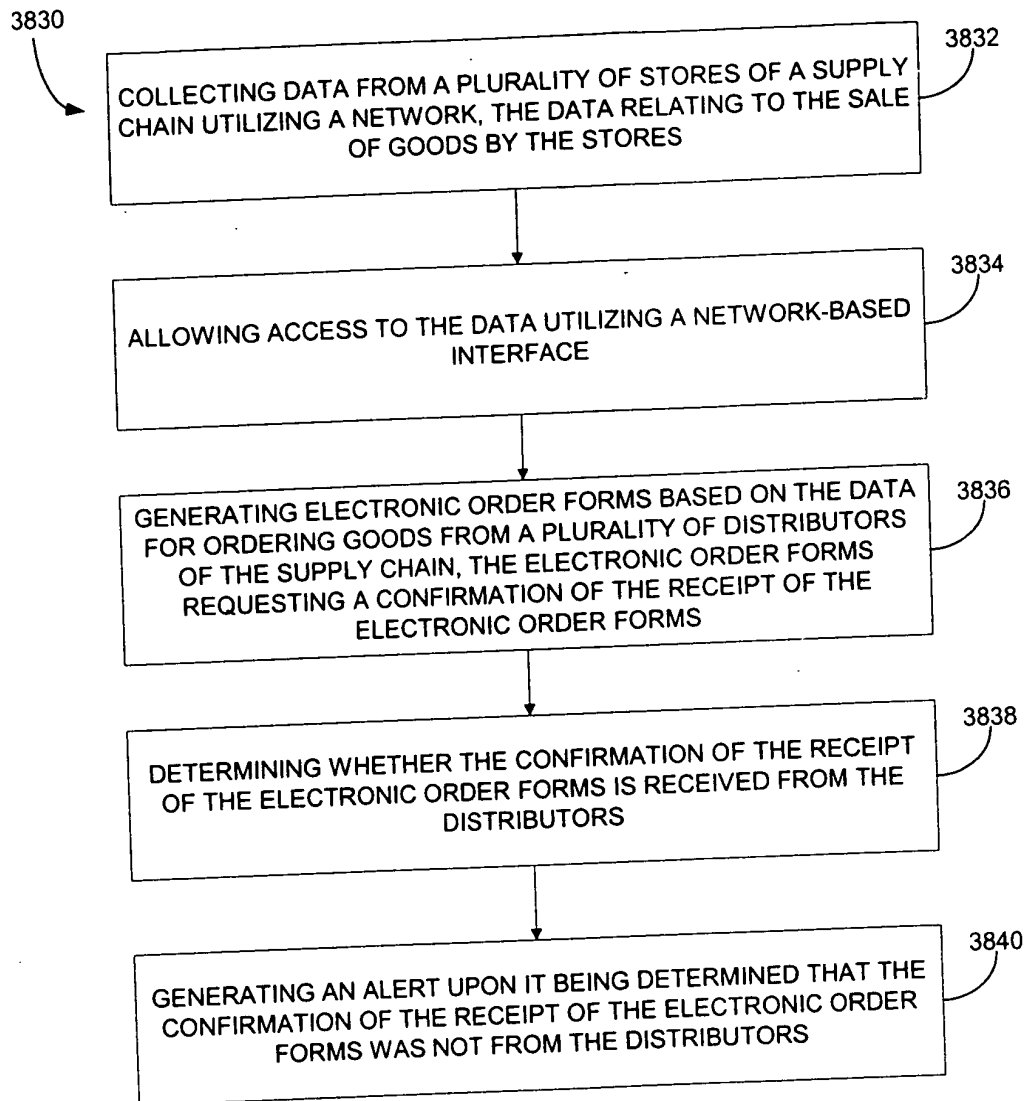
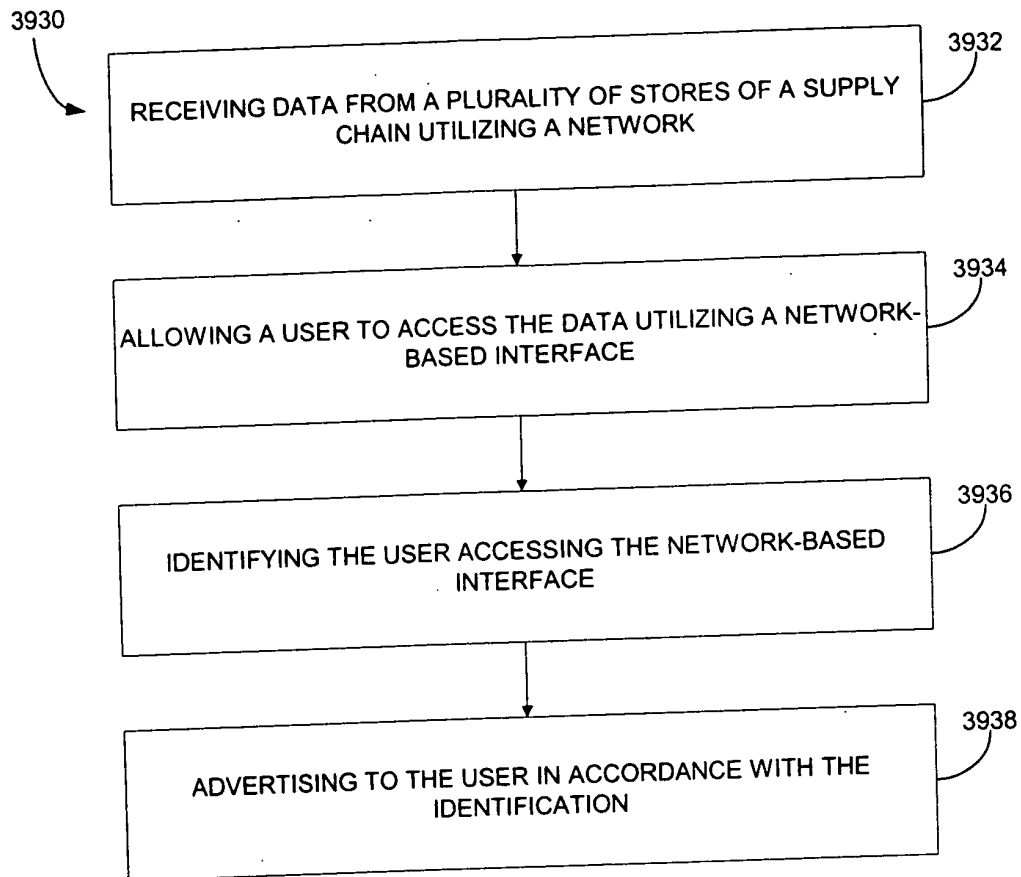


FIG. 37

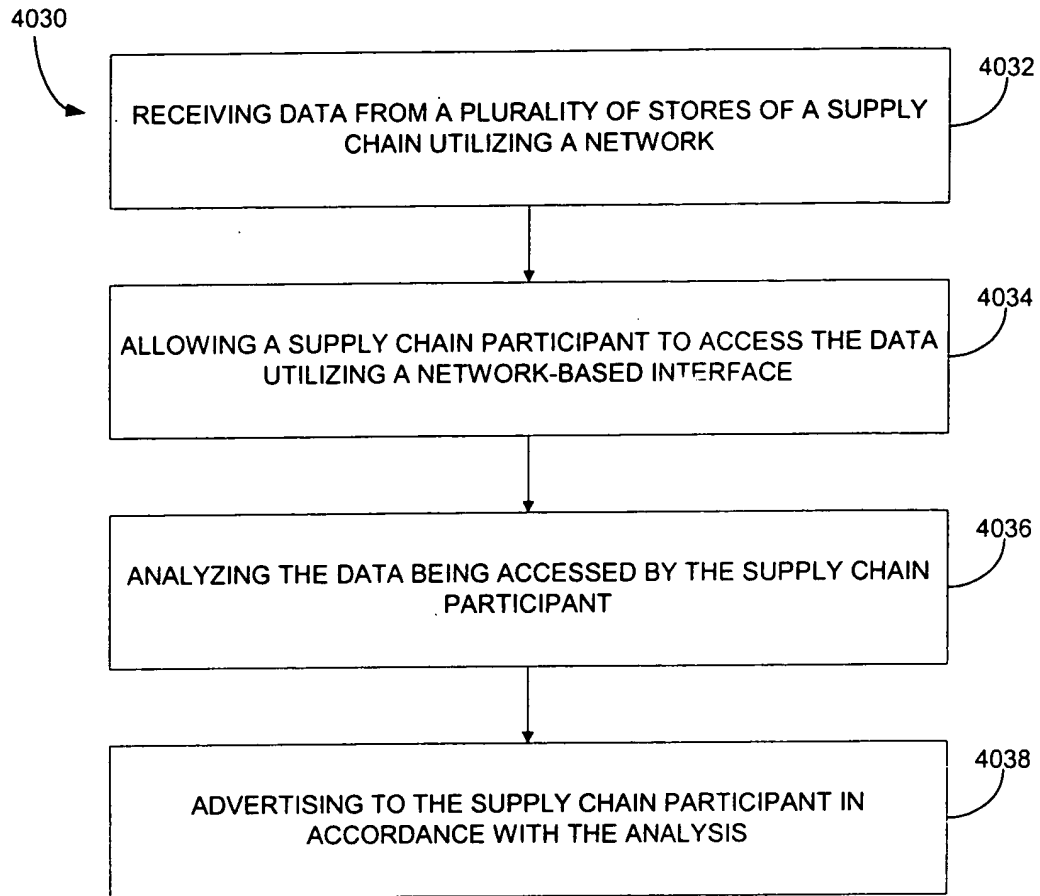


**FIG. 38**

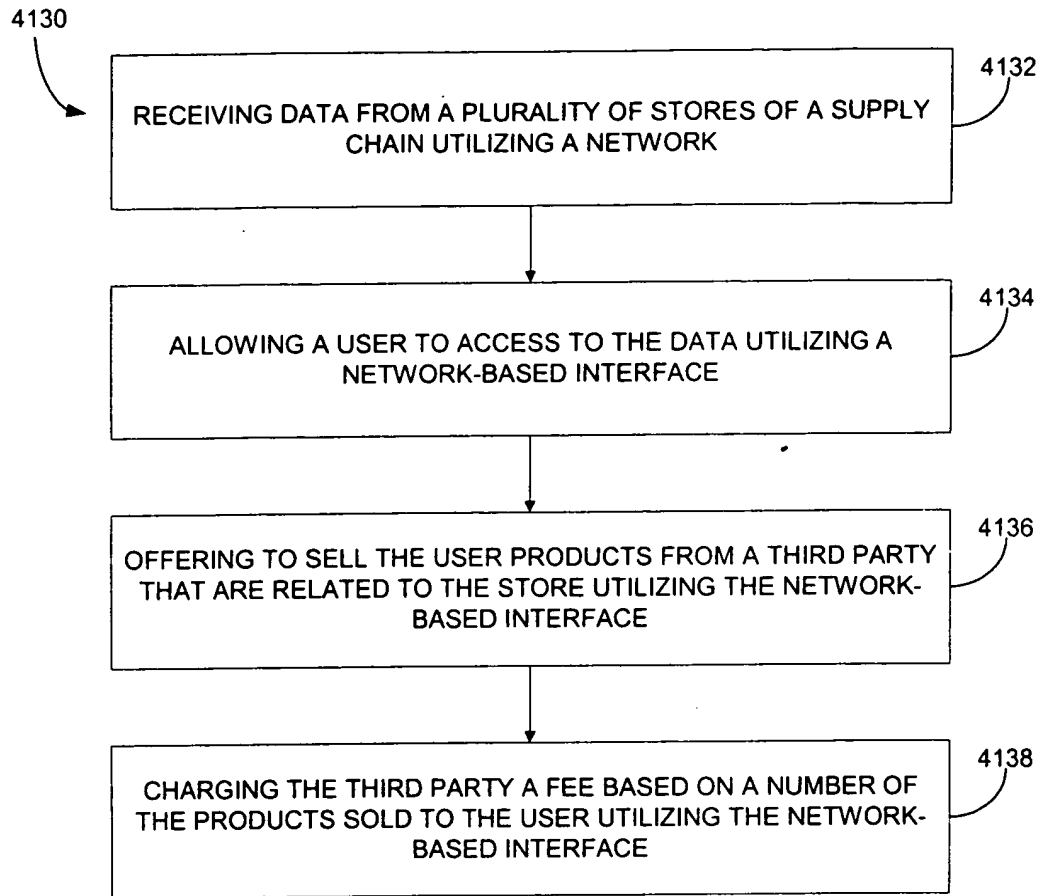


**FIG. 39**

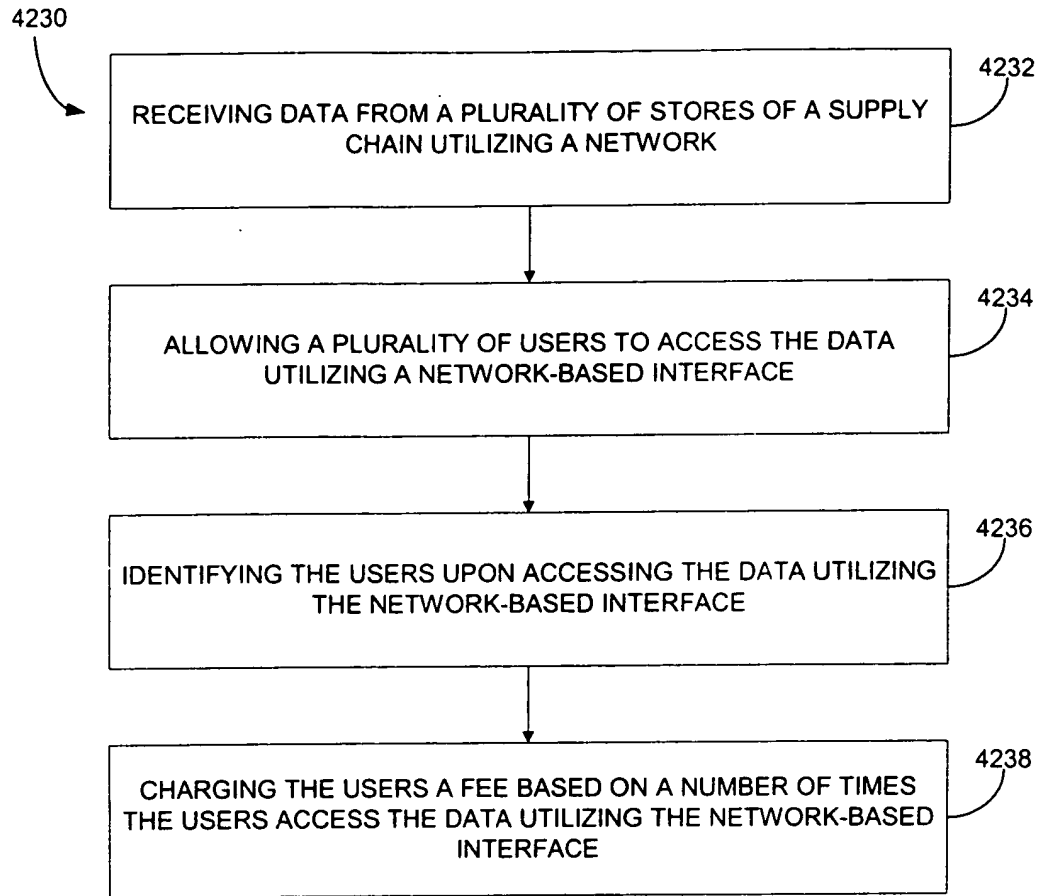




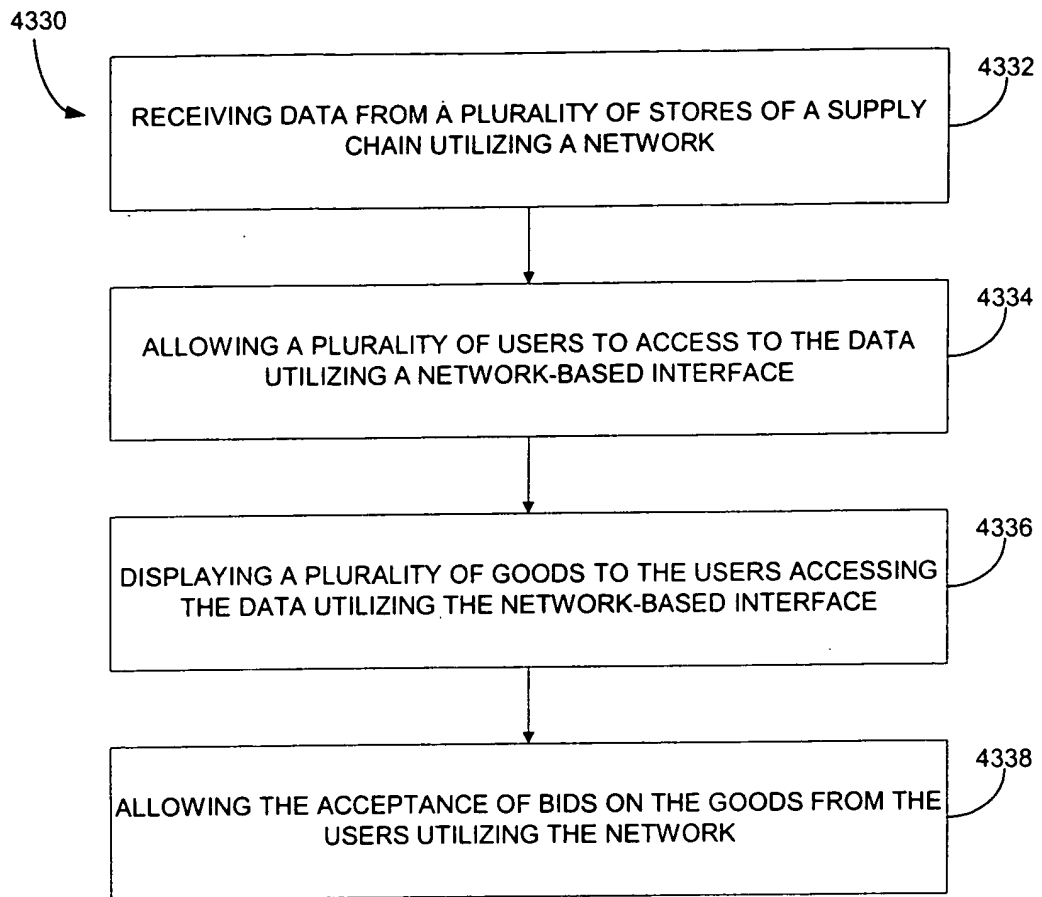
**FIG. 40**



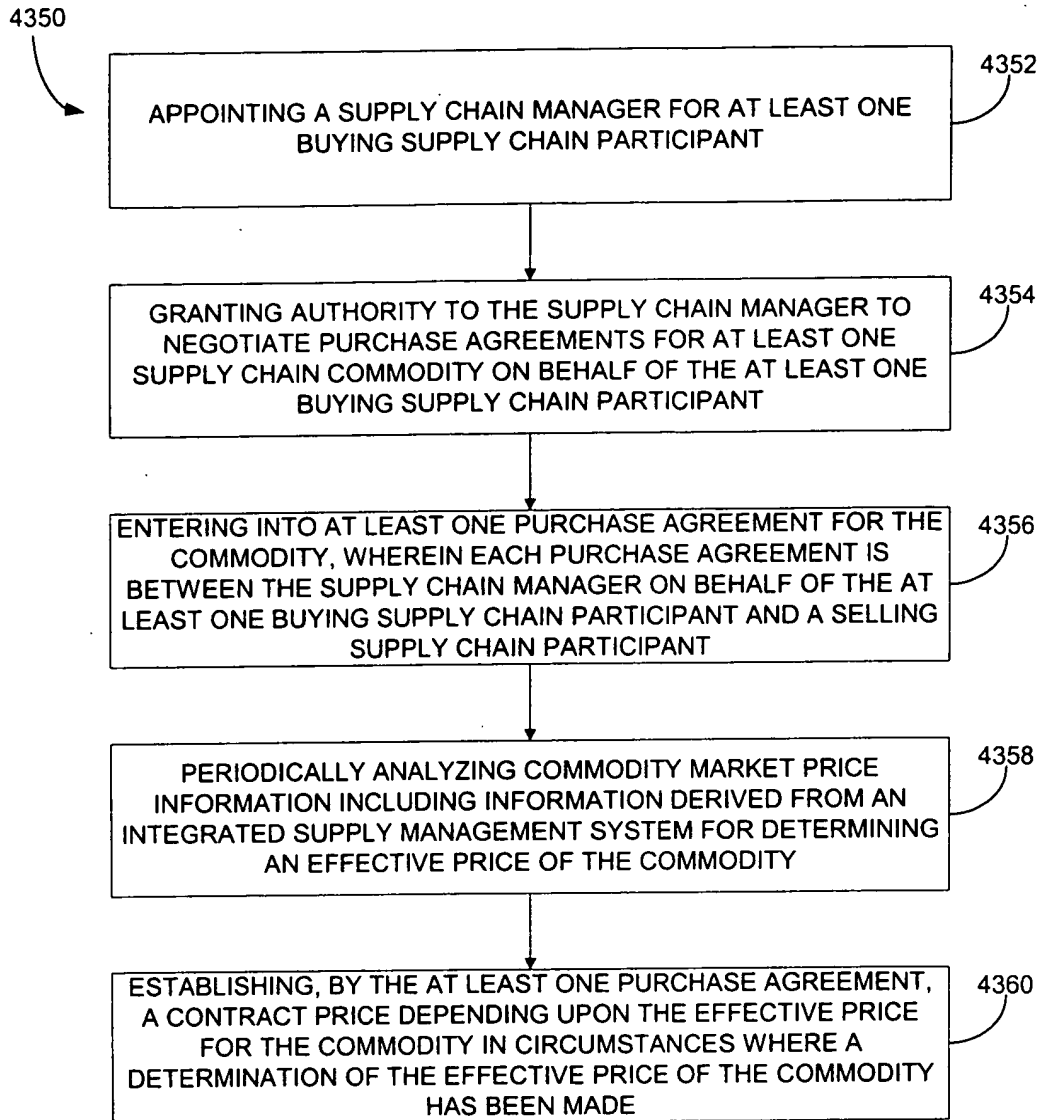
**FIG. 41**



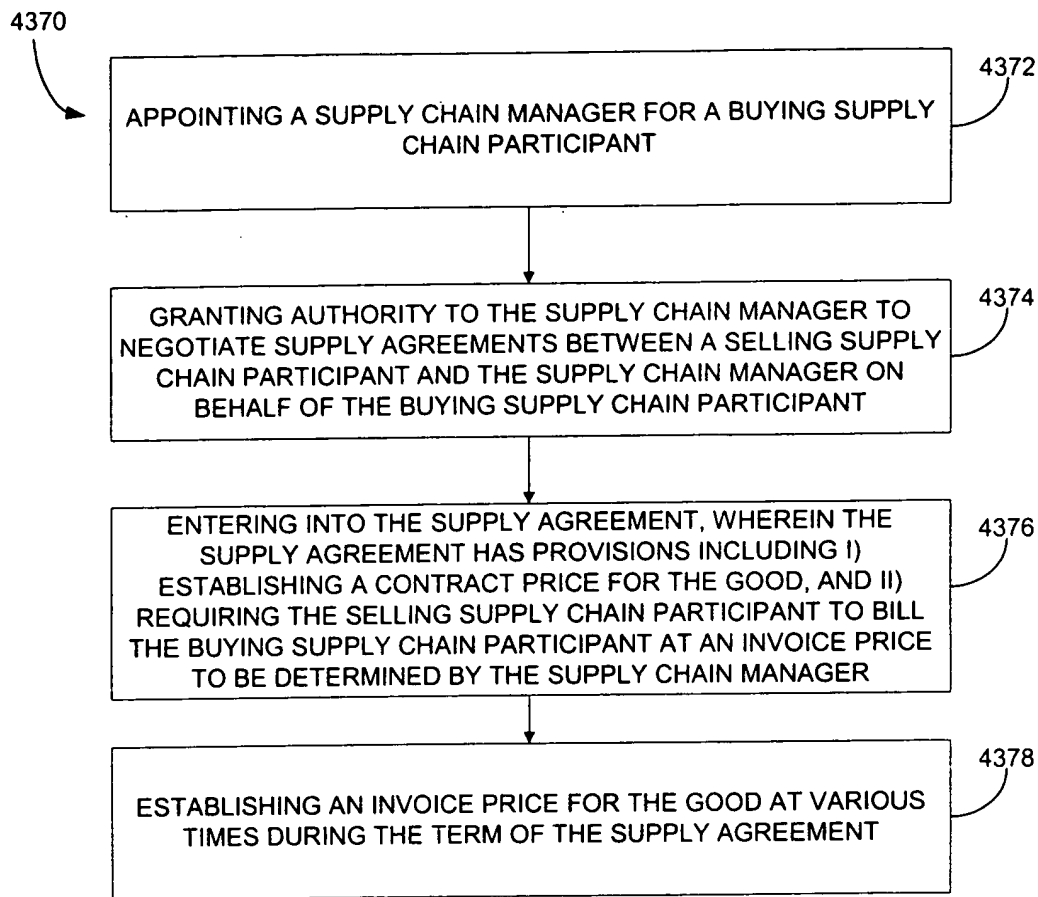
**FIG. 42**



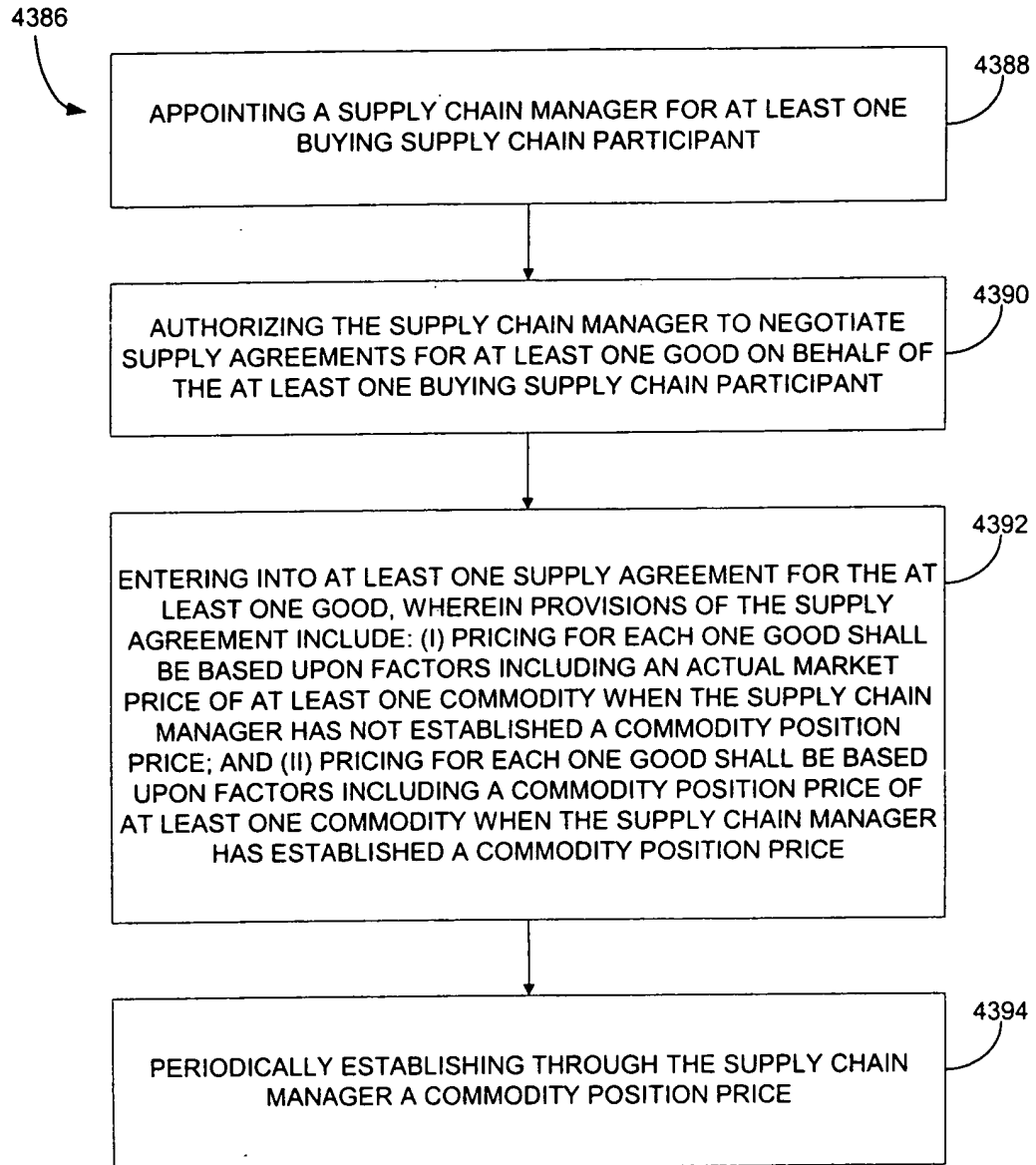
**FIG. 43A**



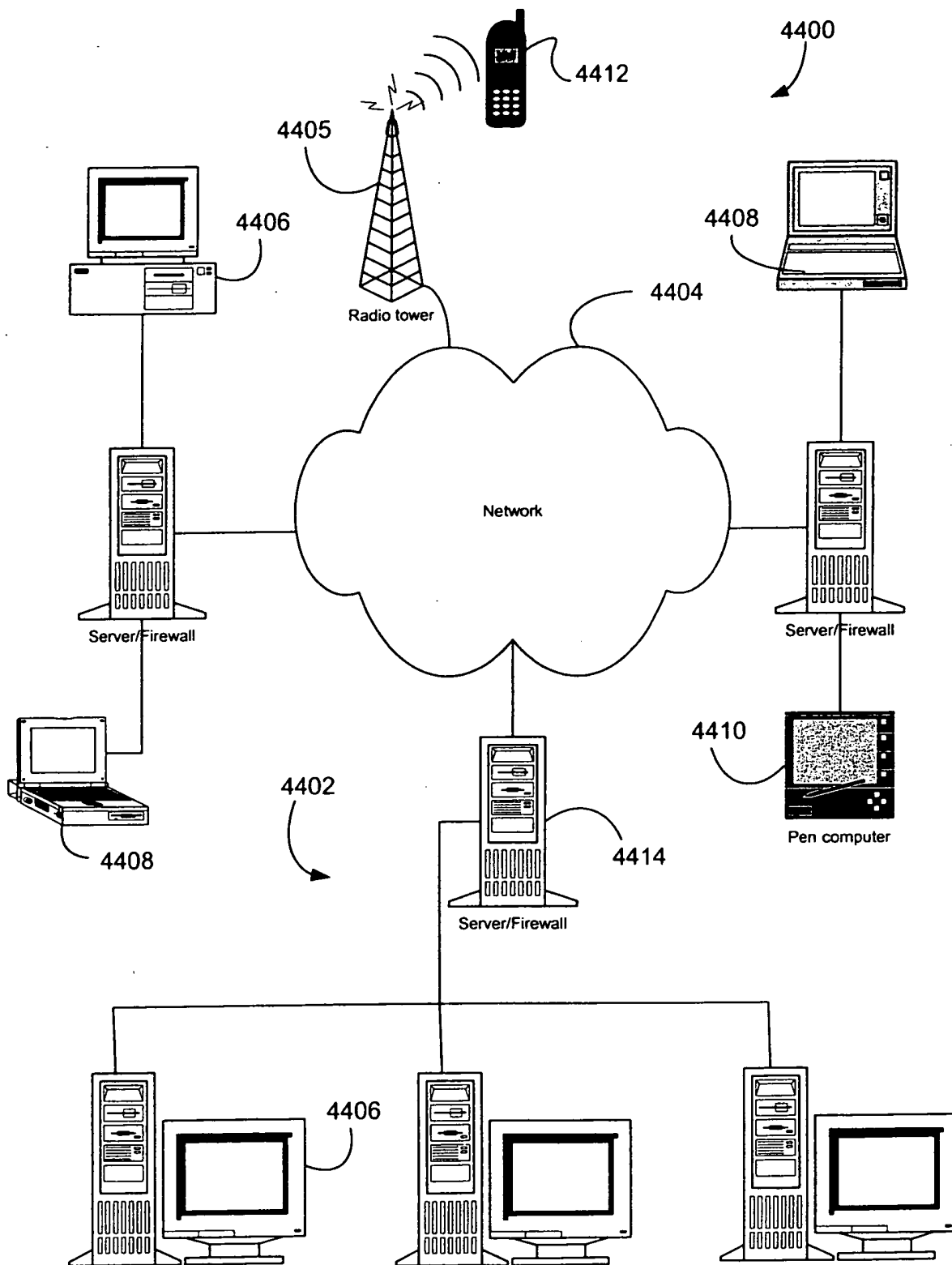
**FIG. 43B**



**FIG. 43C**



**FIG. 43D**



**FIG. 44**



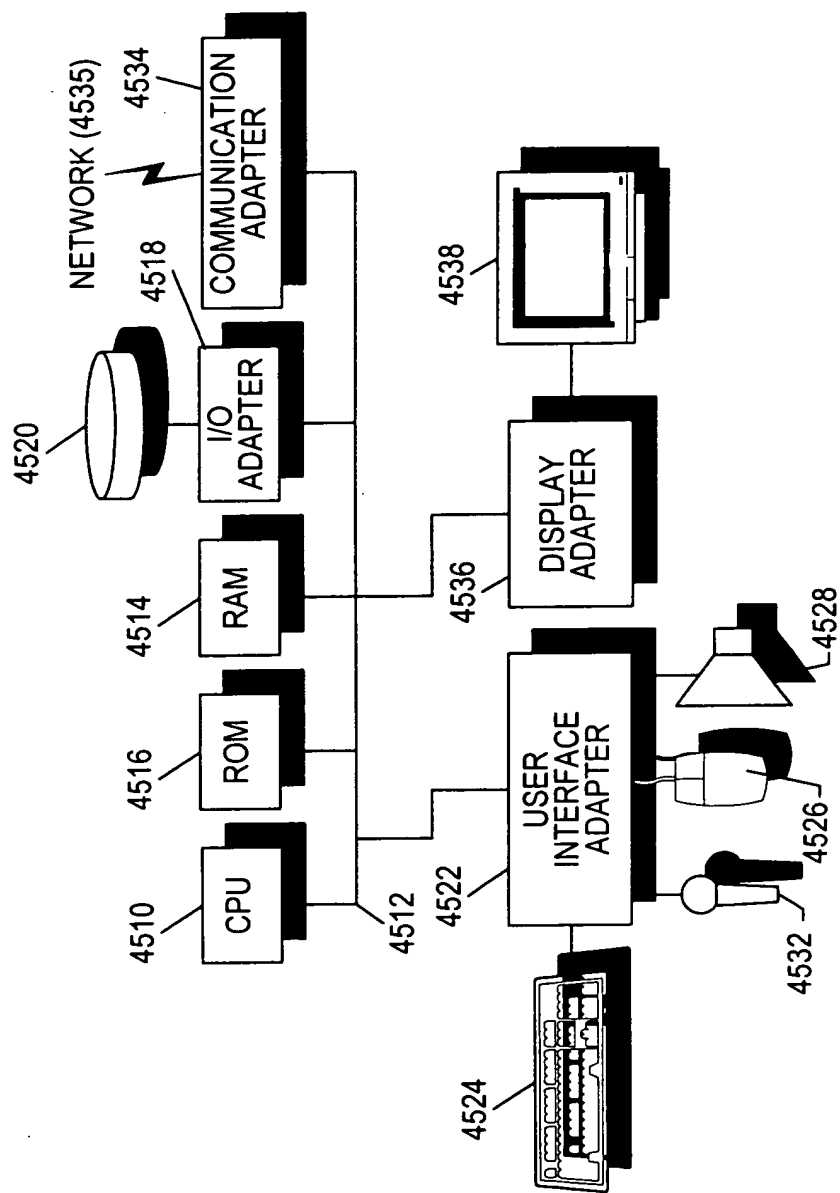
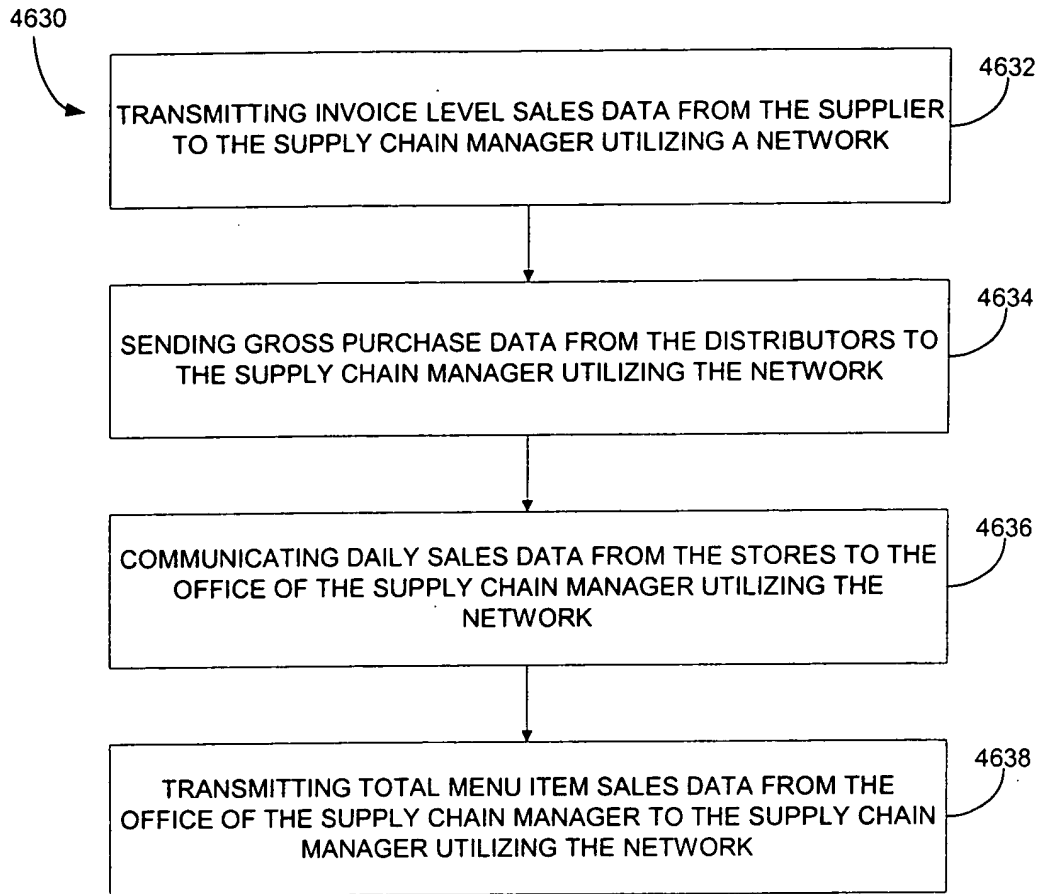
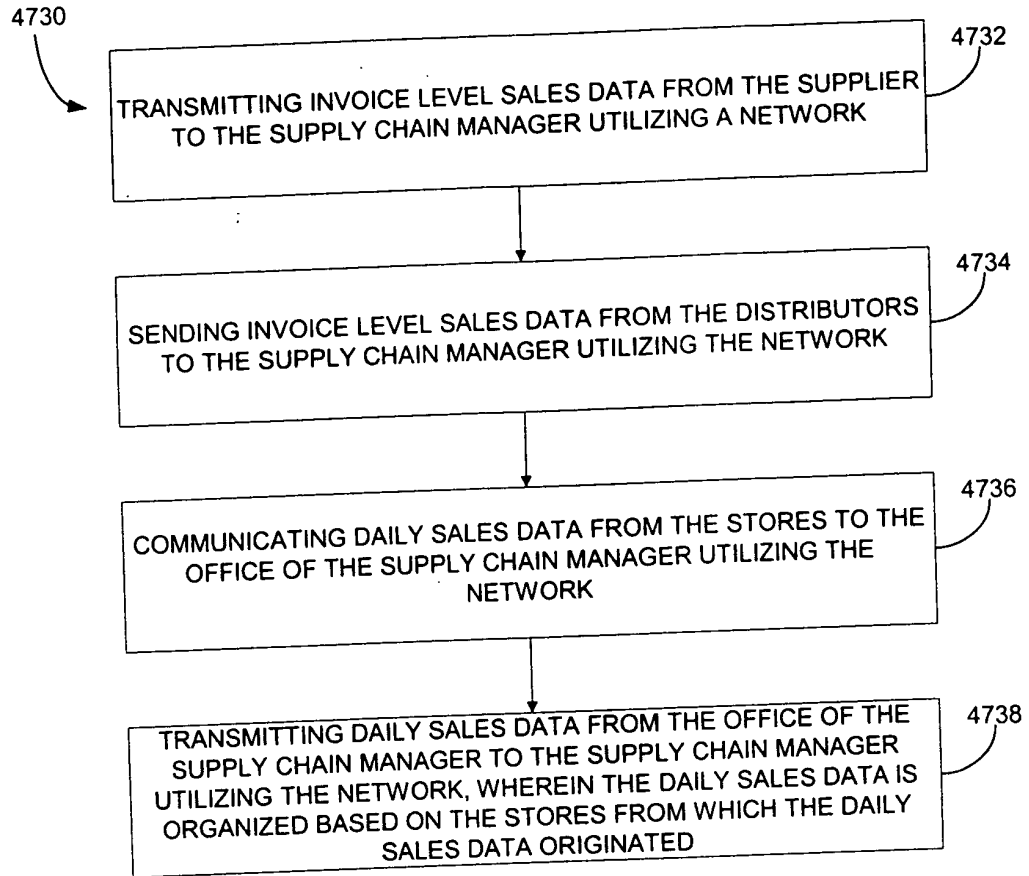


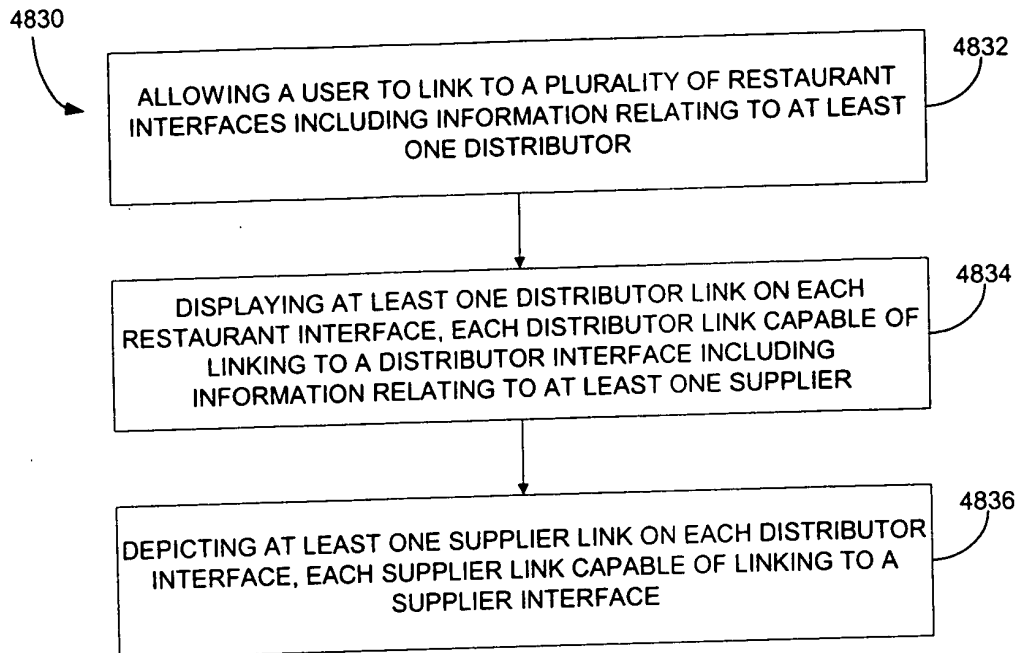
FIG. 45



**FIG. 46**



**FIG. 47**



**FIG. 48**



# Restaurant Services, Inc.

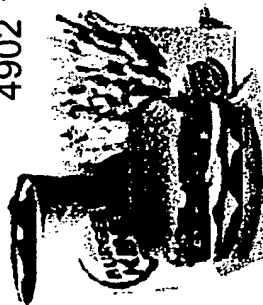
**BURGER KING® System Independent Purchasing & Distribution Service Co-op**

User Name  
franchisee

Password  
XXXXXXXXXX

[Enter Site](#)

**Enter Site**



## About RSI

4904

Restaurant Services, Inc. (RSI) is an independent member-owned purchasing cooperative serving BURGER KING® restaurant owners in the United States.

RSI was founded in 1991 as the exclusive purchasing agent for the vast majority of products used by the U. S. BURGER KING system. Its primary purpose is to leverage the buying power of BURGER KING restaurants to achieve favorable contracts for food, packaging, premiums, promotion products, supplies, equipment, distribution and related services on behalf of more than 8,300 restaurants.

RSI's Board of Directors is comprised of BURGER KING franchisees, elected by region, one Burger King Corporation representative and one member appointed by the Minority Franchise Association. The cooperative maintains a close working relationship with Burger King Corporation, with respective roles and responsibilities outlined in a formal Operating Agreement.

RSL works closely with restaurant owners, Burger King Corporation, food and packaging suppliers, marketing agencies, equipment vendors, distributors and information systems providers to streamline and improve the supply chain efficiency

## Contact Information

### Map/Directions

## General Information

## Legal Information

**More About PSI**

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Help

BKC link

MF A link

MF A link



**FIG. 49**

FIG. 50

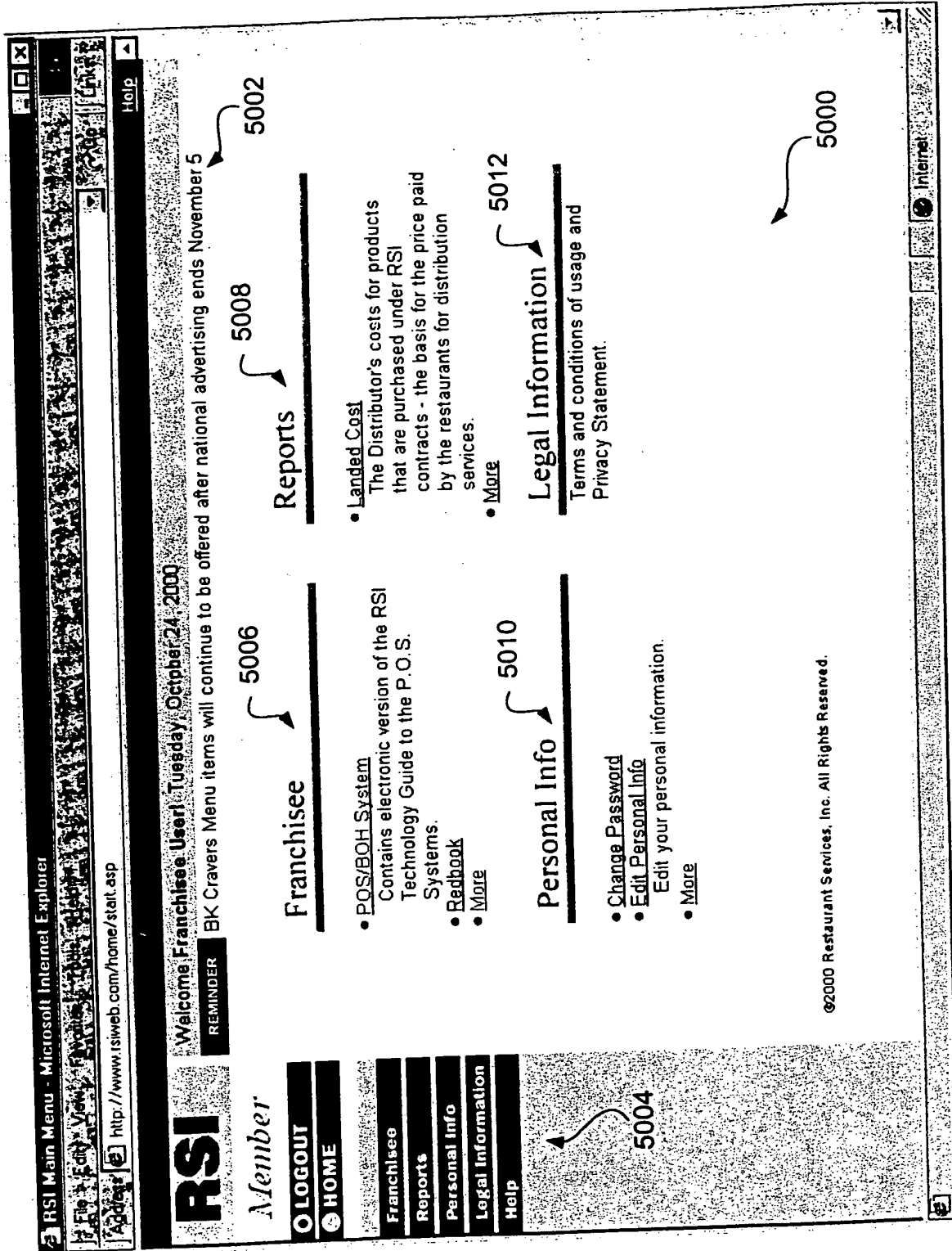
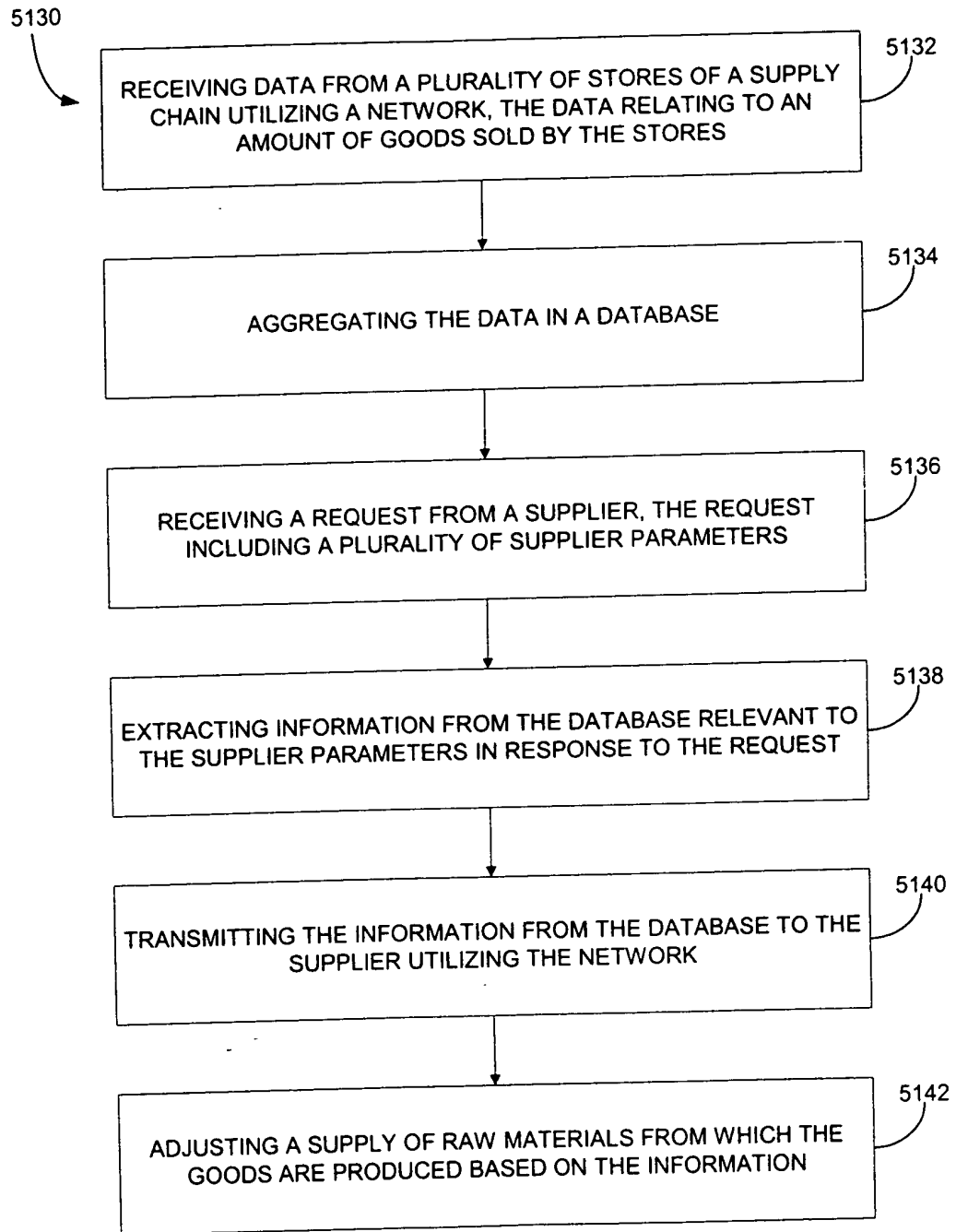
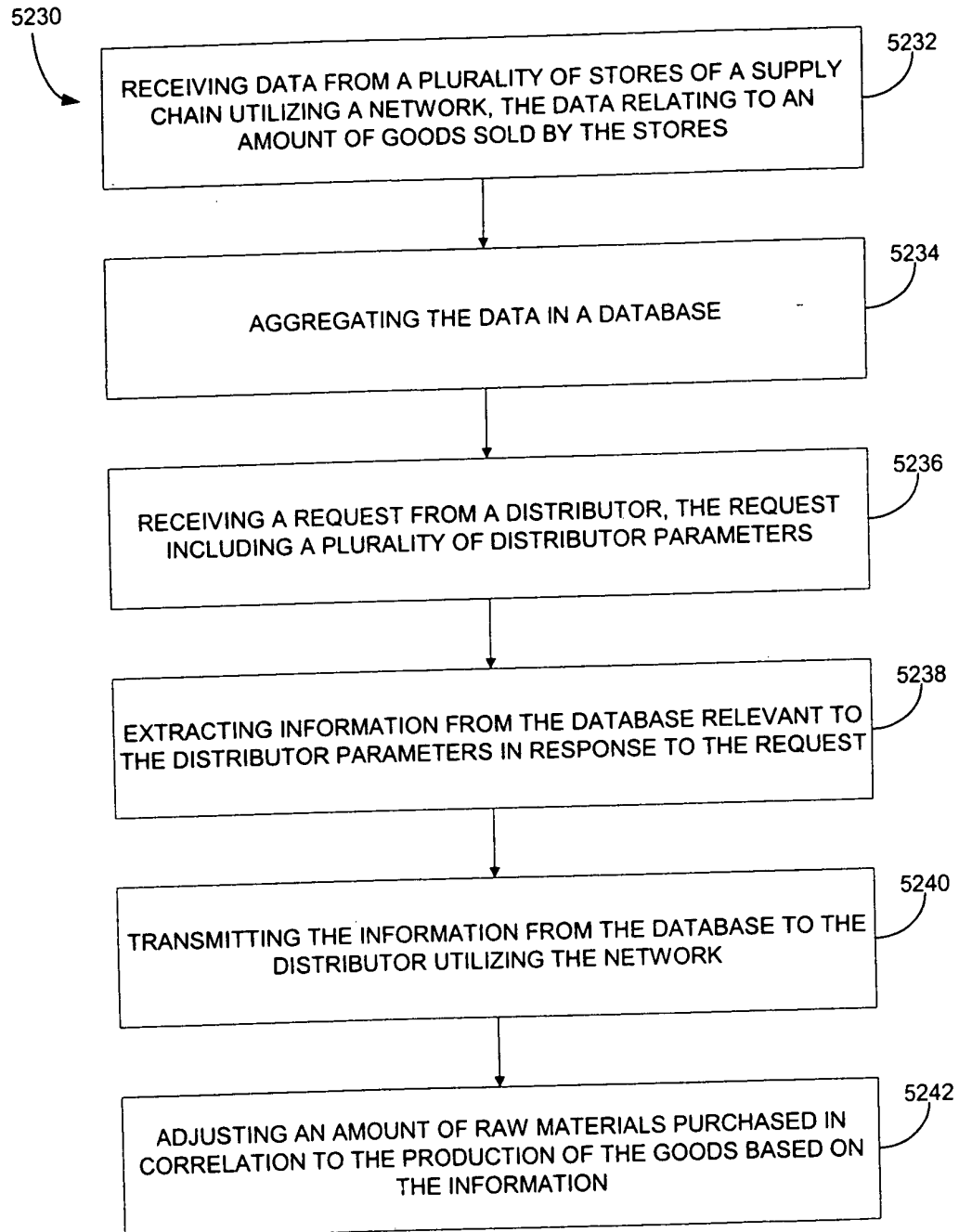


FIG. 50



**FIG. 51**



**FIG. 52**





[http://test.rsilink.com/dc/d\\_ipromodetail.asp?dc=26576](http://test.rsilink.com/dc/d_ipromodetail.asp?dc=26576)

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Printer Friendly Version

**REINHART - CEDAR RAPIDS, IA**  
**Local Promotion Summary by DC**  
**Tuesday, October 24, 2000**

5400

The information contained in this report is privileged and confidential. It is intended only for viewing and use by Distributor. If you are not Distributor, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.

Local Promotion Option	ADL	Start Date	Projected Dry Usage	Duration (In Weeks)	Participating Rest Count	Non-Participating Restaurants
32 oz. Motor Cup	Chicago, IL	6/1/00	85	88	8	
	Davenport-RI-Moline, IA	6/1/00	85	32	17	
	Des Moines-Ames, IA	7/10/00	85	17	28	
	Omaha, NE	7/10/00	85	17	50	
	Peoria, IL	6/1/00	85	99	17	
	Sioux City, IA	6/20/00	85	99	10	
	Springfield-Decatur-Chmpg, IL	6/1/00	85	99	1	
32 oz. Motor Cup Total					131	
Big King	Cedar Rapids-Waterloo-Dubu, IA	4/15/00		99	19	
	Davenport-RI-Moline, IA	4/15/00		99	17	
	Ottumwa-Kirkville, IA	4/15/00		99	3	
					39	
Big King Total						
Pancake Minis	Chicago, IL	5/15/00	20	99	8	
	Peoria, IL	6/1/00	20	99	17	
	Sioux City, IA	4/15/00	20	99	10	
Pancake Minis Total					35	

**Done**

**FIG. 54**

[illegible]

**FIG. 55**

Address: [http://www.rsiweb.com/fran/h\\_iplic.asp?report=true](http://www.rsiweb.com/fran/h_iplic.asp?report=true) Help

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## Landed Cost Report

Restaurant Number:  Date:

### Printer Friendly Version Restaurant Landed Cost Verification Report

Report Date: Sunday, October 22, 2000  
Restaurant Number: 0003473  
Distribution Center: REINHART - CEDAR RAPIDS, IA

Report Contact: Robert Harris  
Contact Number: 305-529-3409

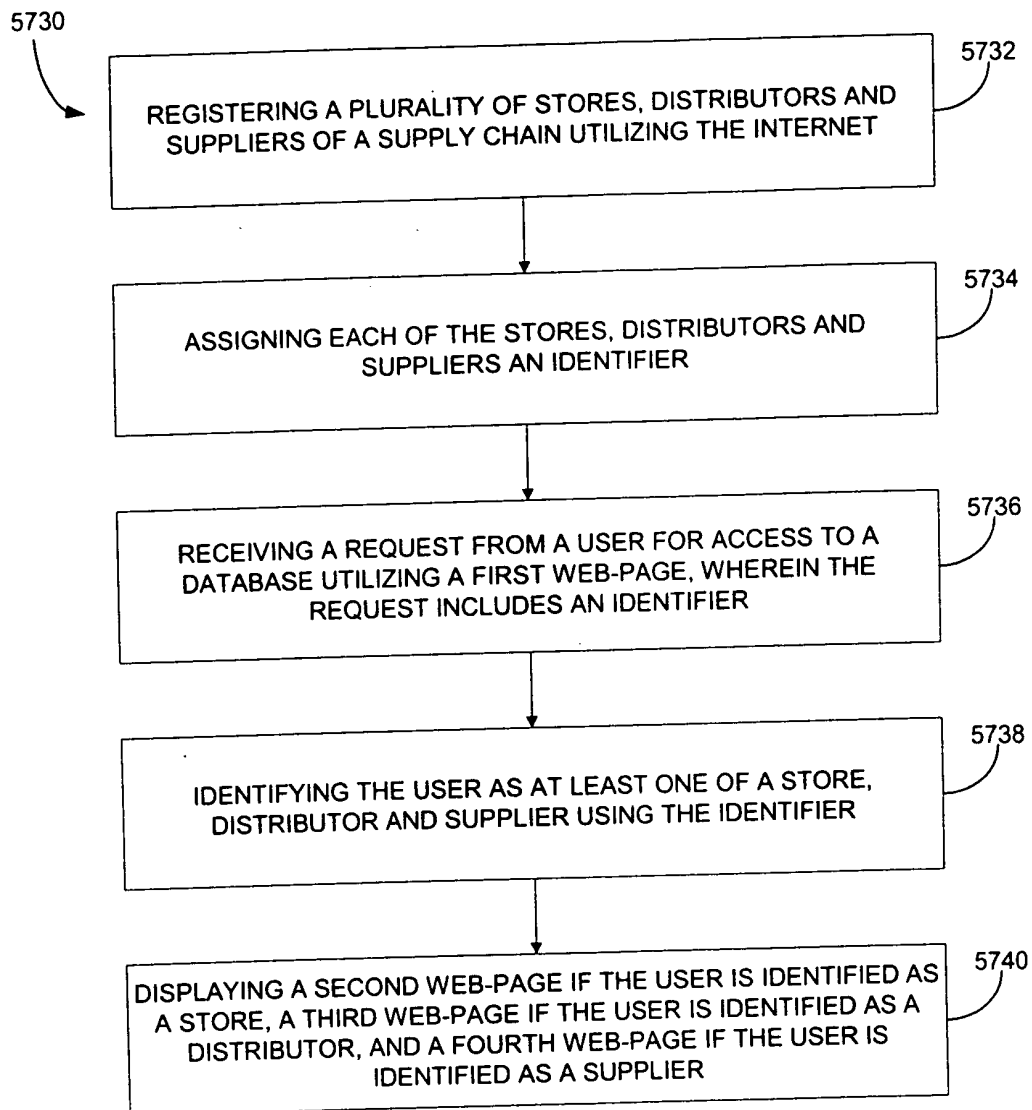
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DC Item No	RSI Item No	RSI Item Description	DC Cost	Markup	Rest Cost
10340	4439	REGISTER TAPE-THERMAL 2.20" X 105'	\$21.27	\$1.57	\$22.84
12880	3586	SUGAR SUBSTITUTE-PINK PKT 2000 CT	\$5.87	\$1.57	\$7.44
18886	366	SAUCE-BULK-KRAFTBULL'S EYE	\$24.48	\$1.57	\$26.05
19432	4473	COFFEE-FOLDERS REGULAR	\$44.50	\$1.57	\$46.07
20788	67	MUSTARD-BULK-30AL	\$6.45	\$1.57	\$8.02
20940	4281	WRAP-LOCAL OPTION	\$29.78	\$1.57	\$31.35
24340	66	SAUCE-BULK-MAYONNAISE	\$7.81	\$1.57	\$9.38
24600	4270	WATER-ICE MOUNTAIN 5L	\$6.41	\$1.57	\$7.98

Internet

Date

FIG. 56



**FIG. 57**

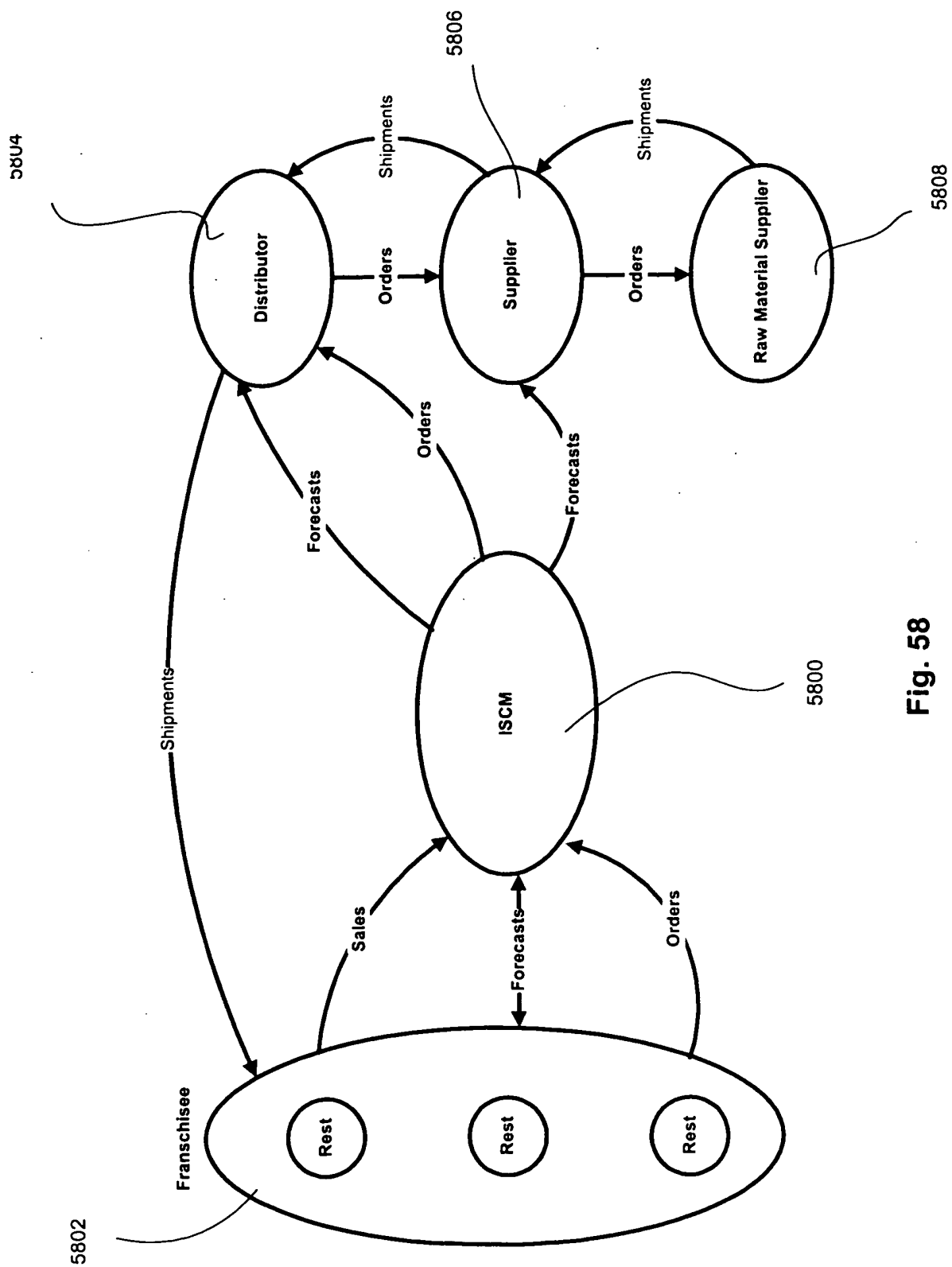
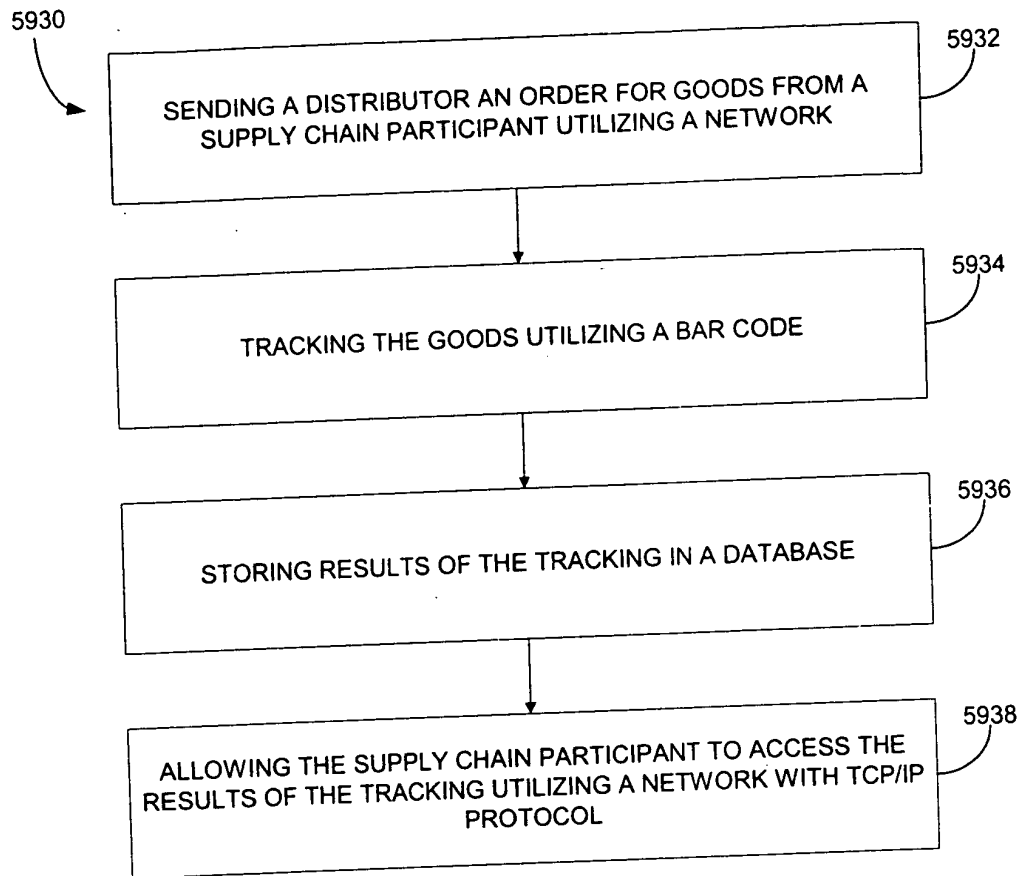


Fig. 58

FIG. 59



**FIG. 59**

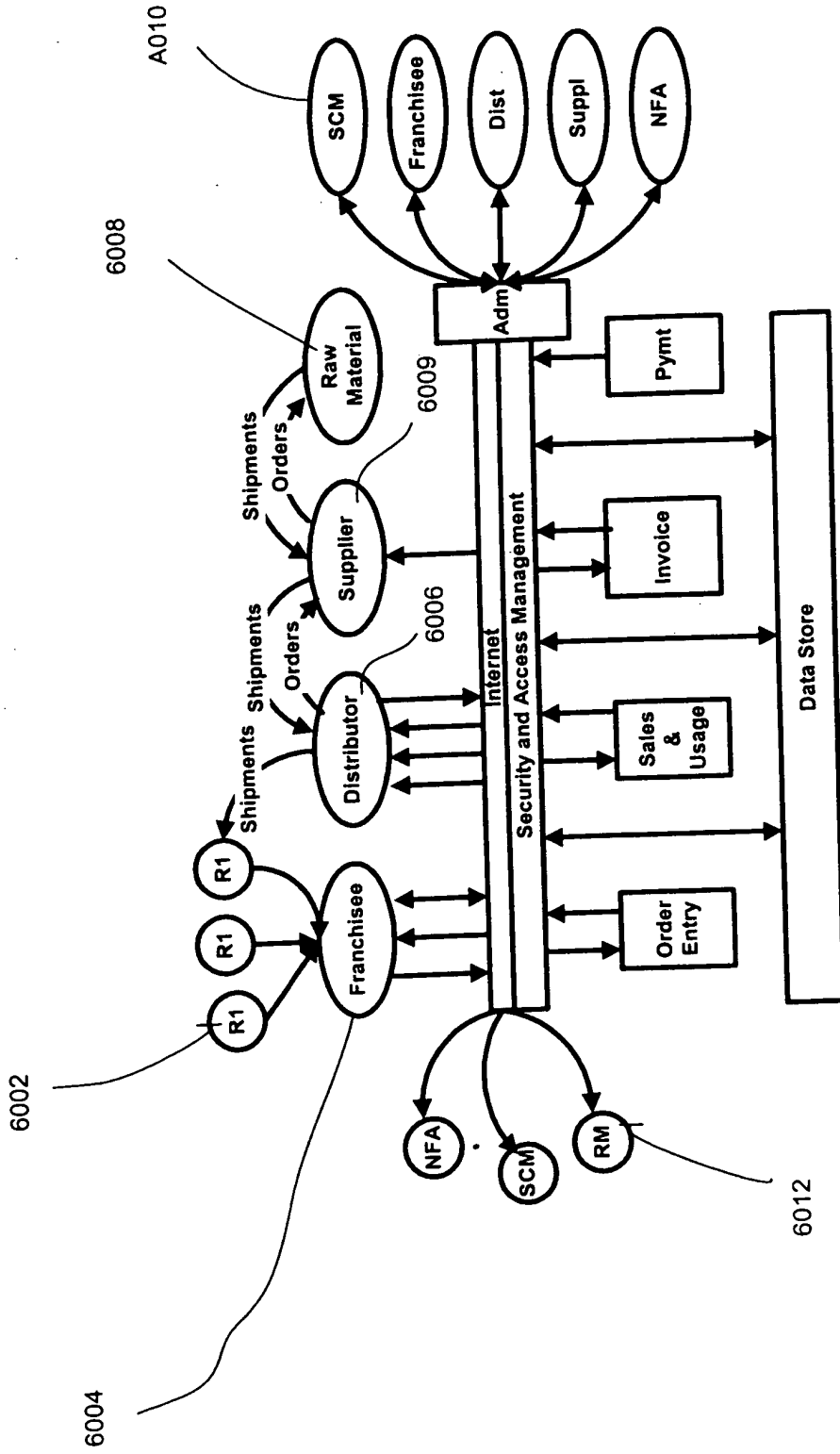


Fig. 60



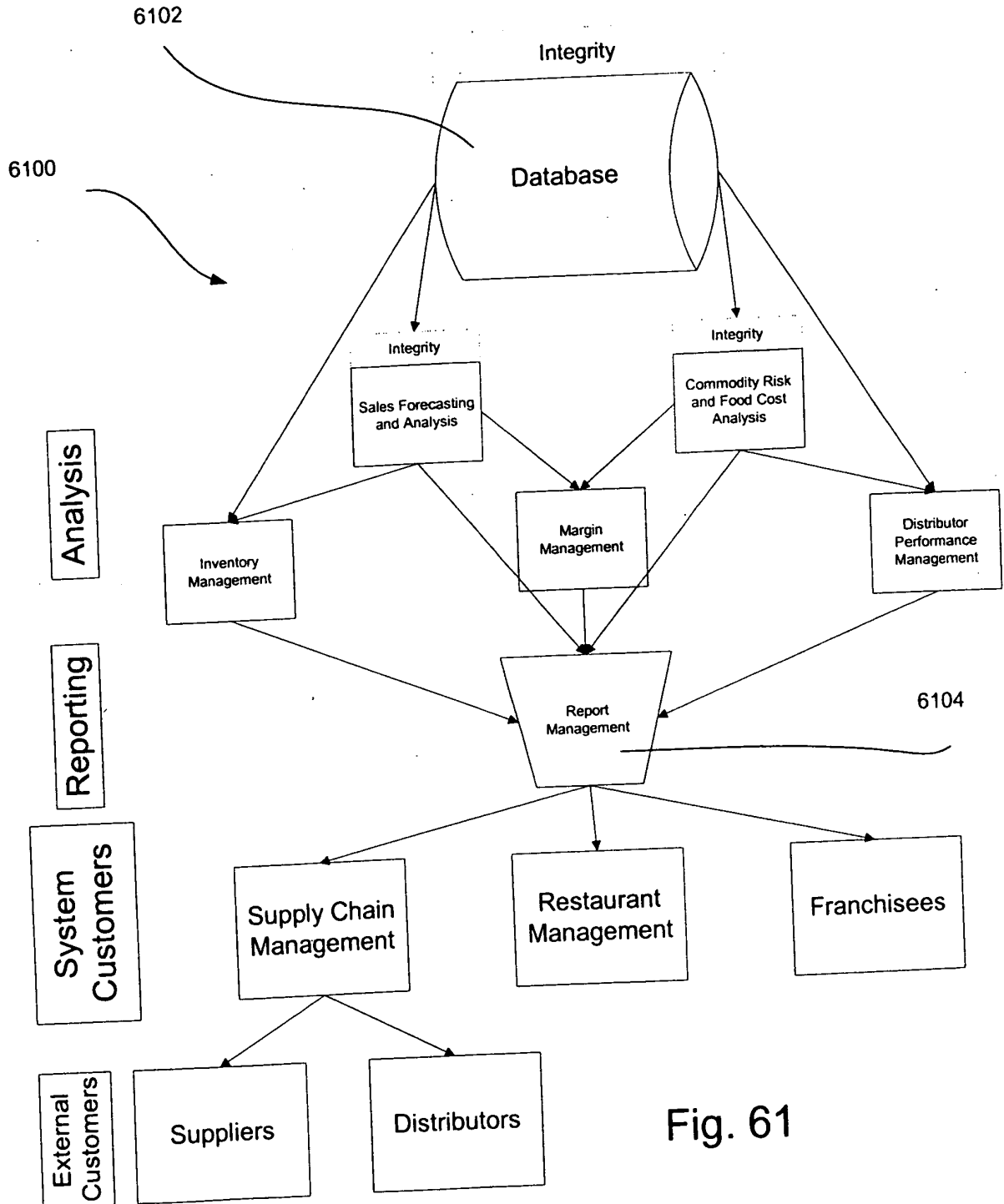
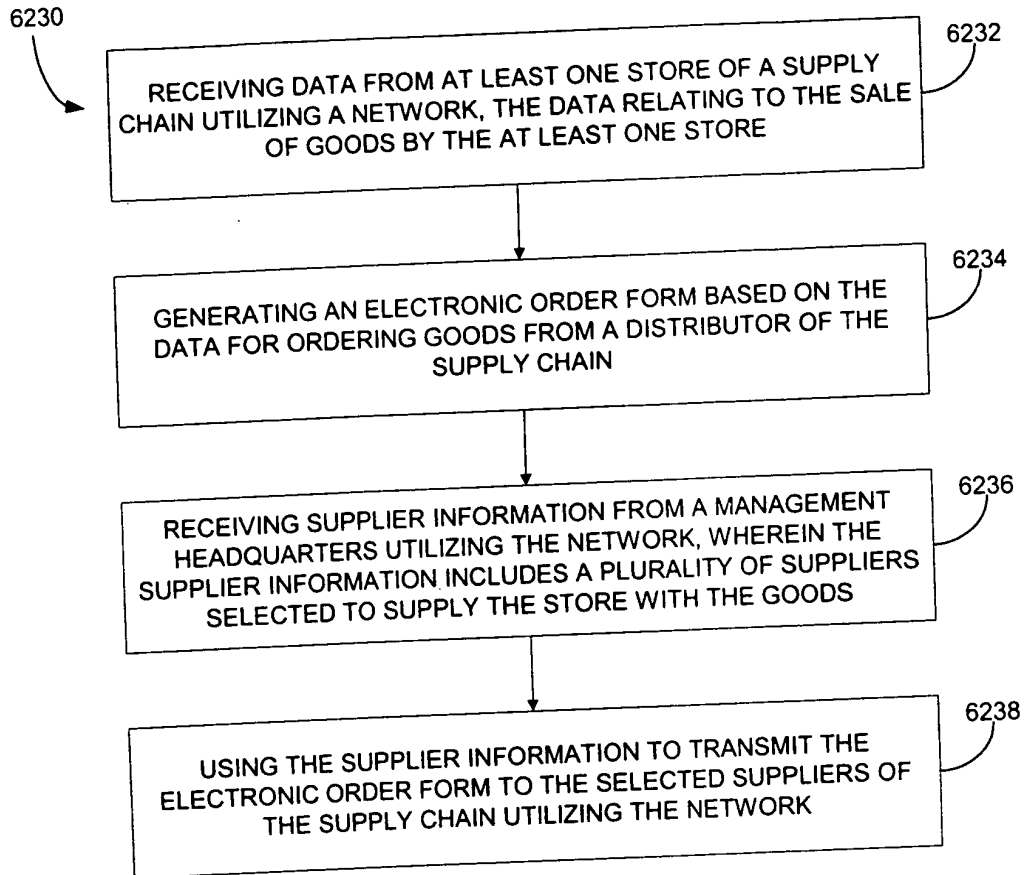


Fig. 61



**FIG. 62**

6300

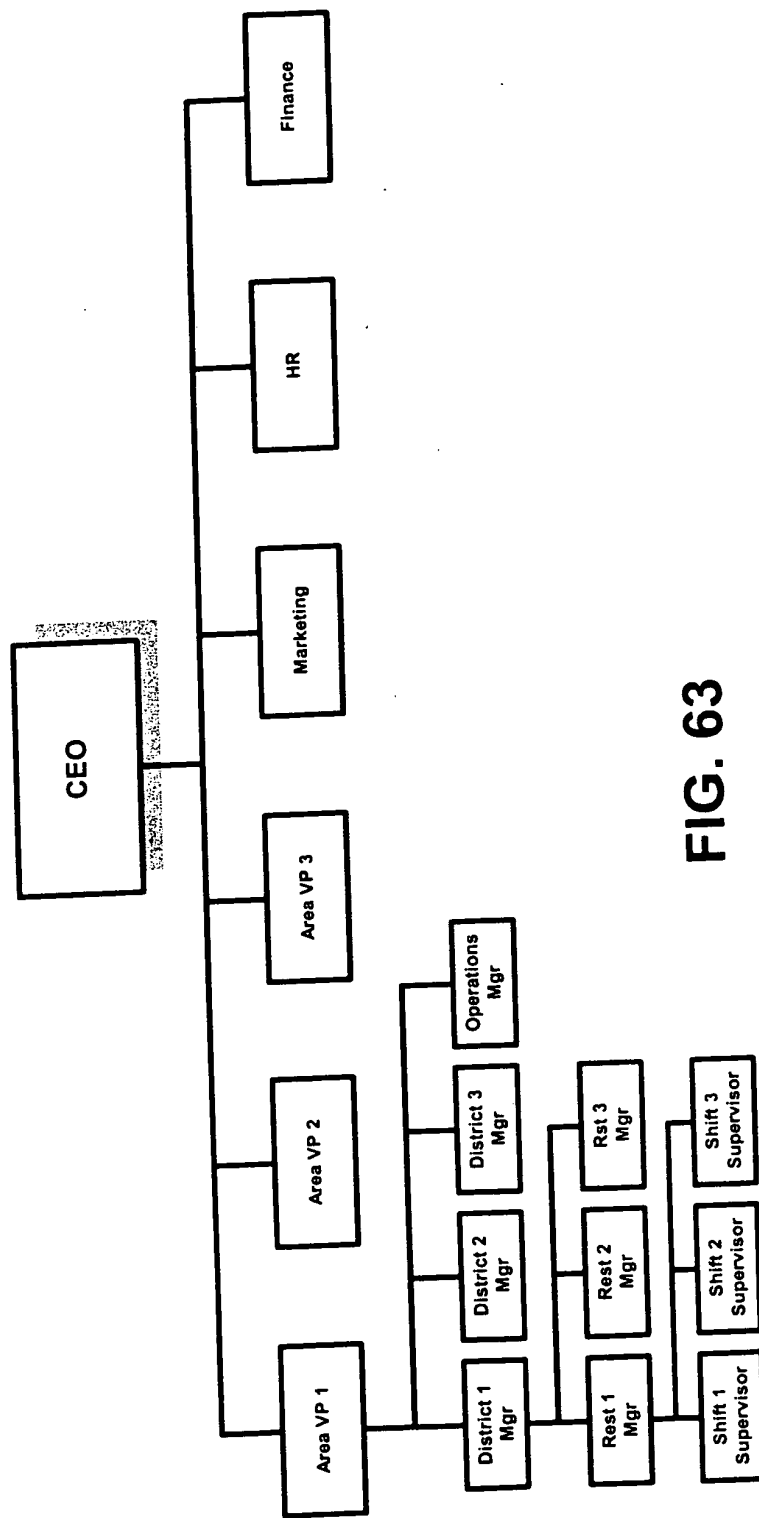
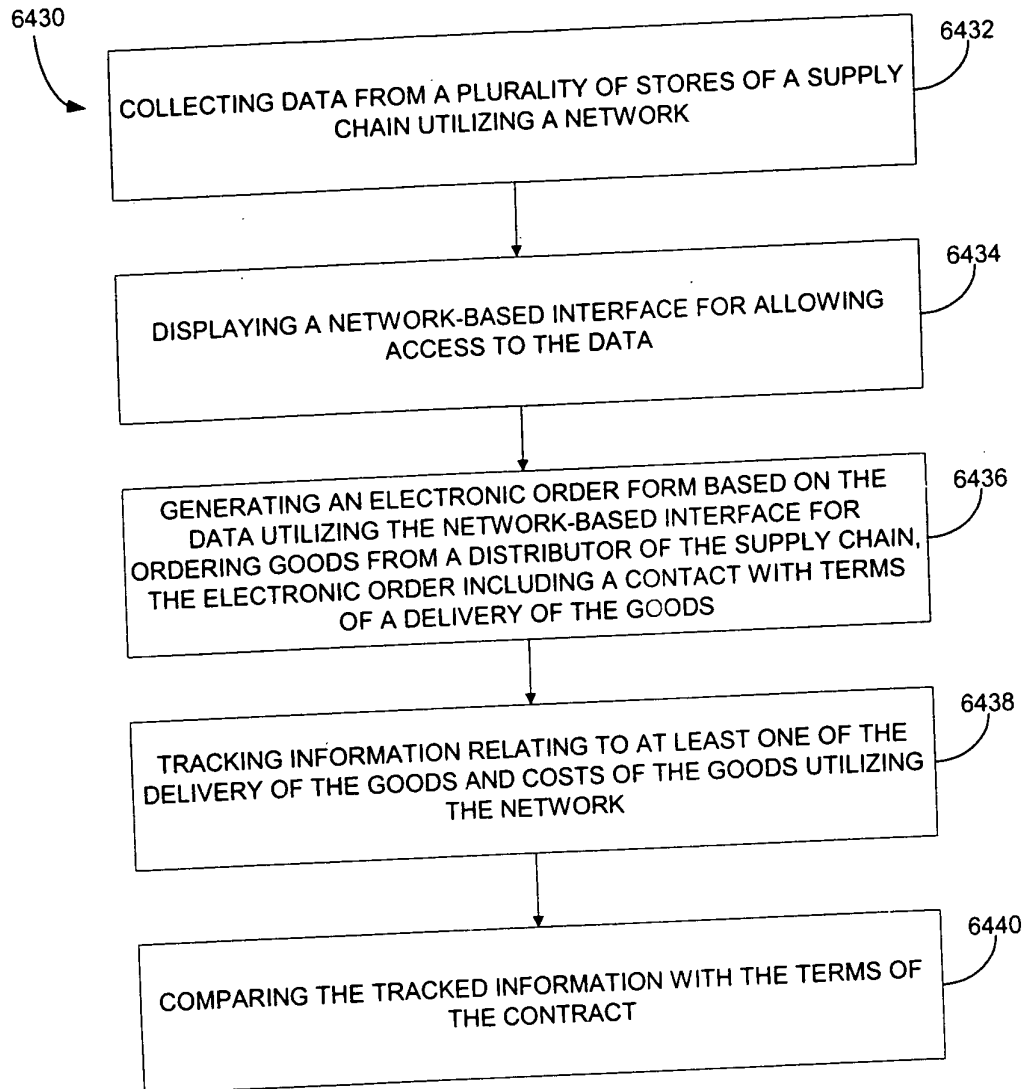
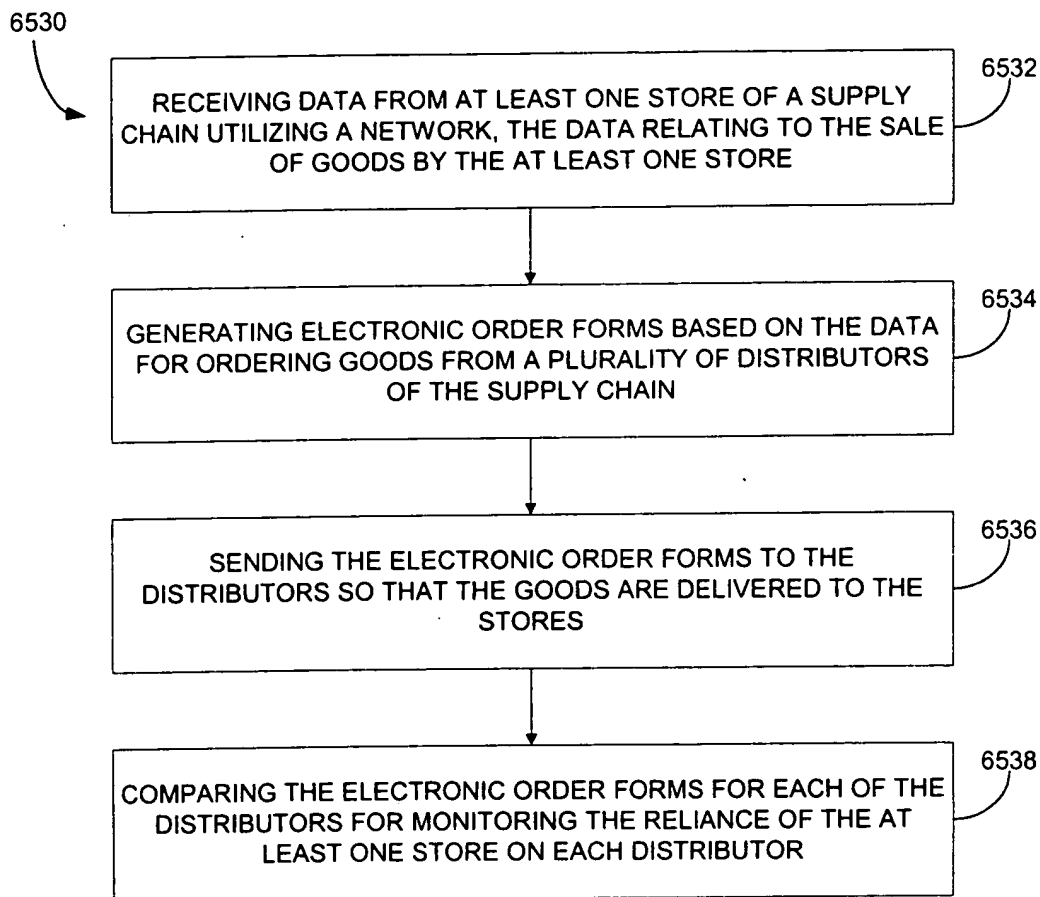


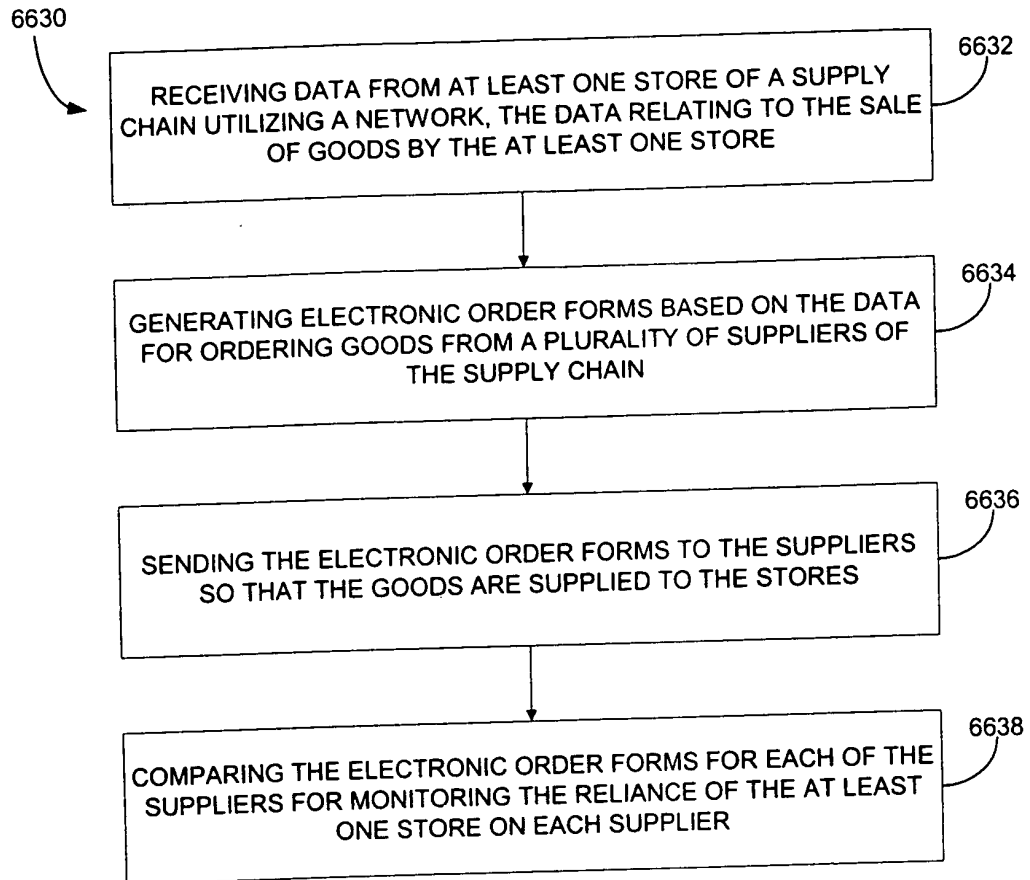
FIG. 63



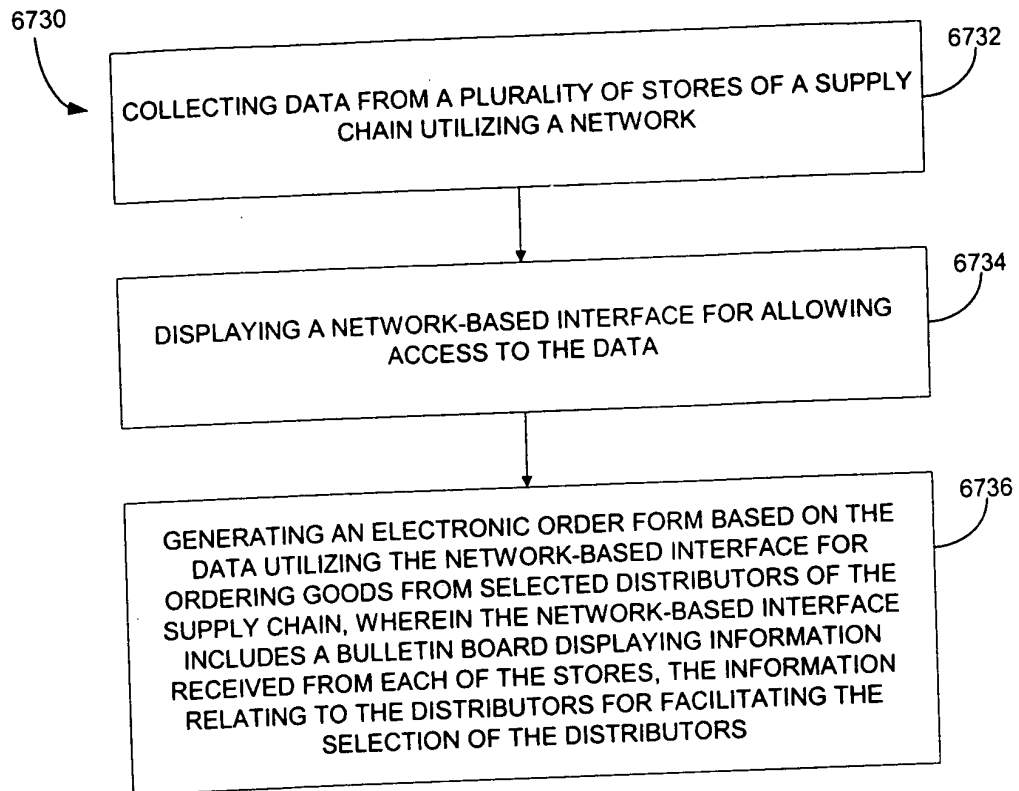
**FIG. 64**



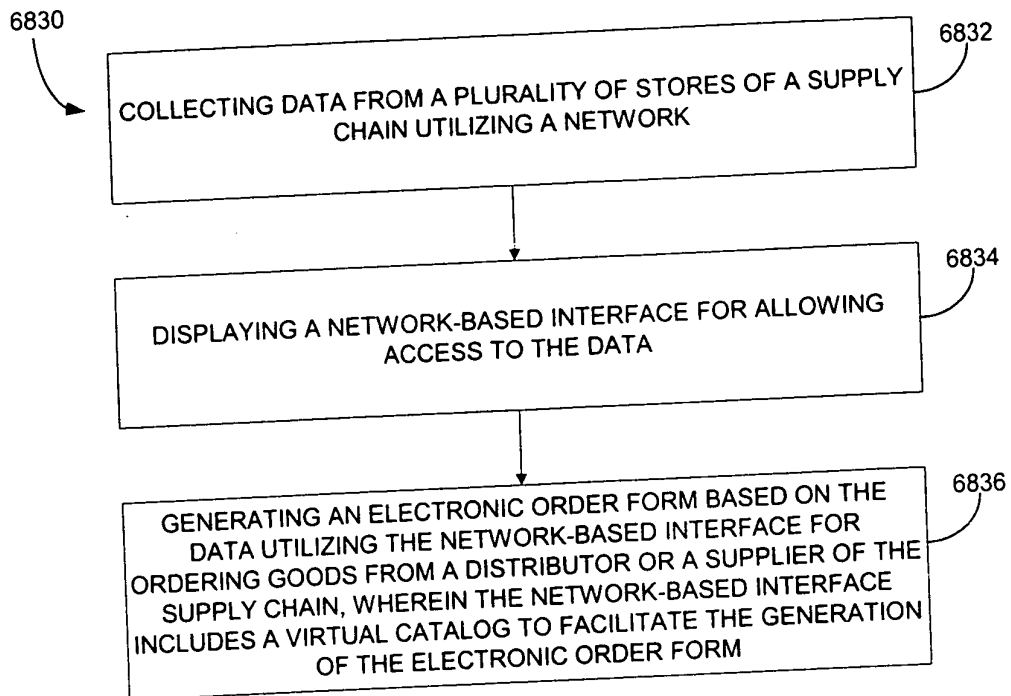
**FIG. 65**



**FIG. 66**



**FIG. 67**



**FIG. 68**



FIG. 69

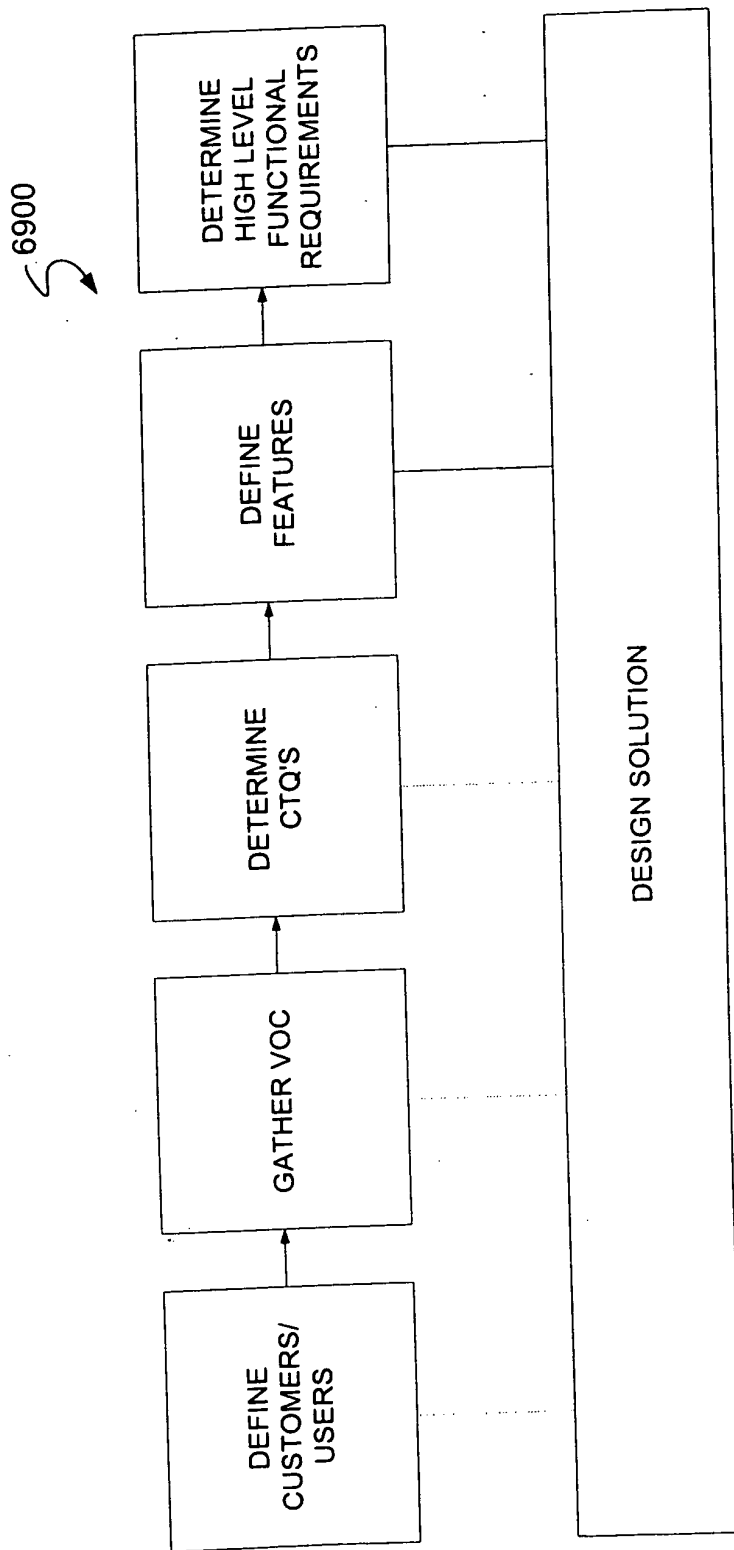
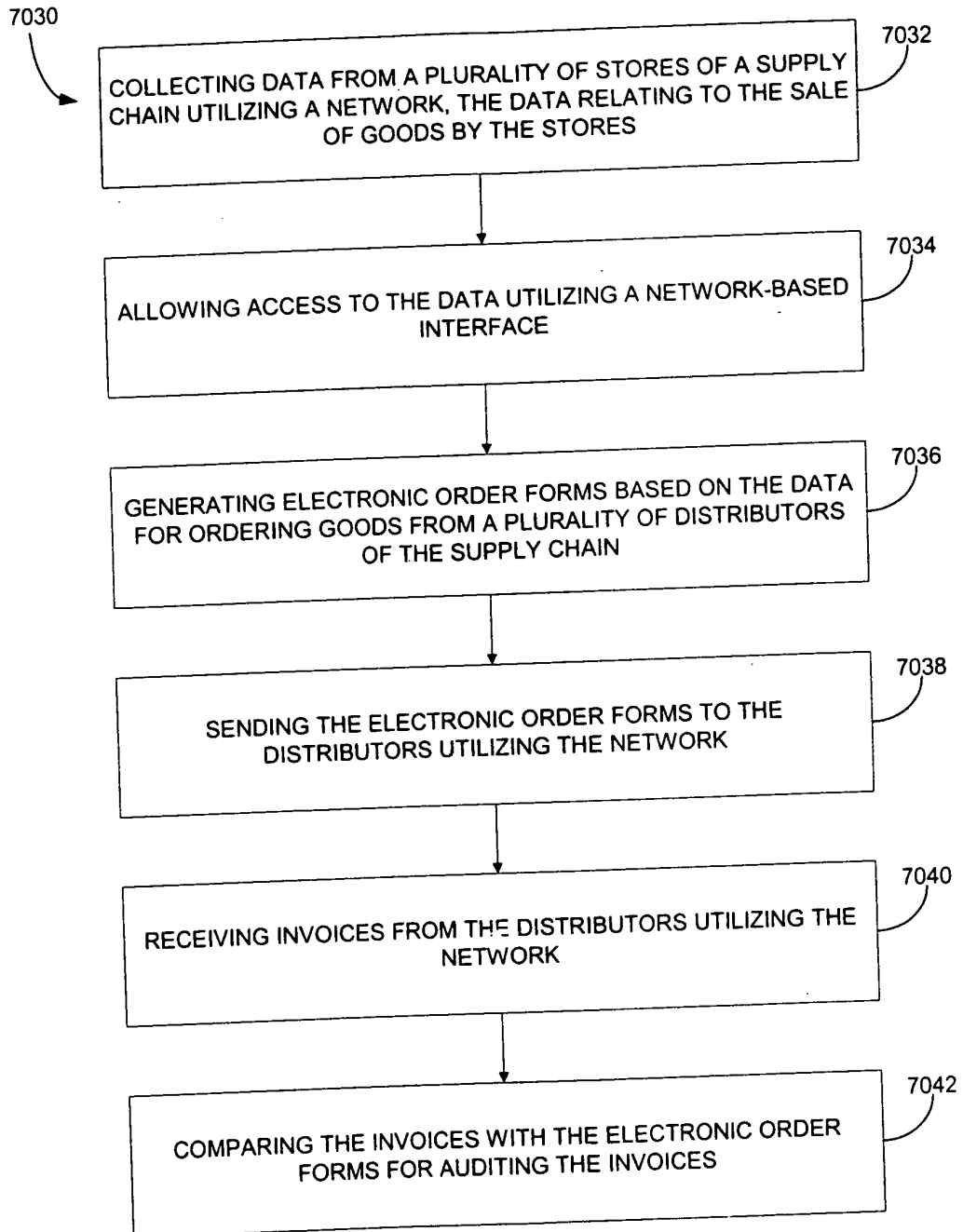
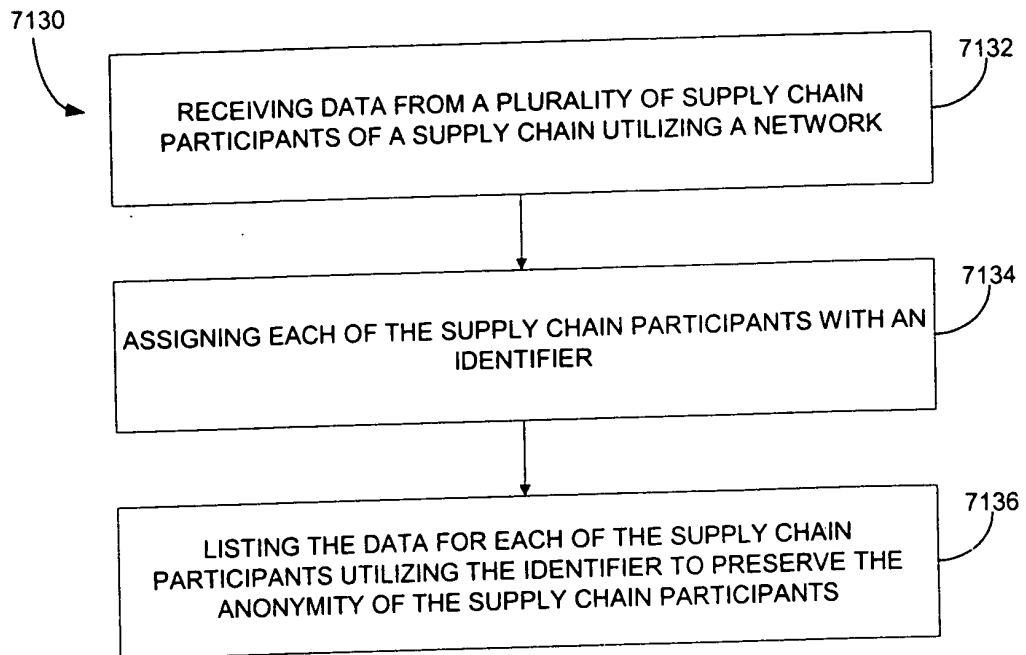


FIG. 69



**FIG. 70**



**FIG. 71**

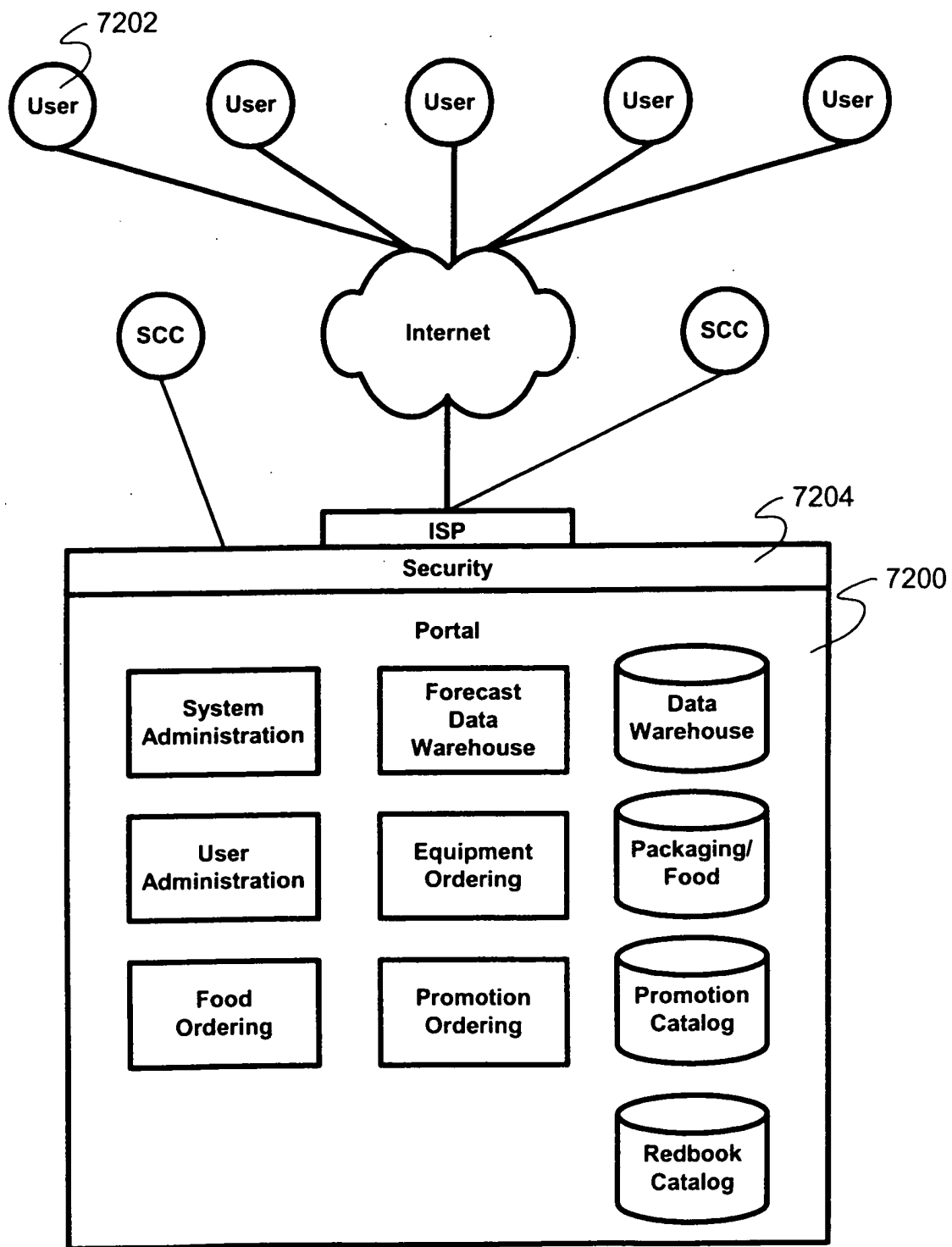


FIG. 72

FIG. 73

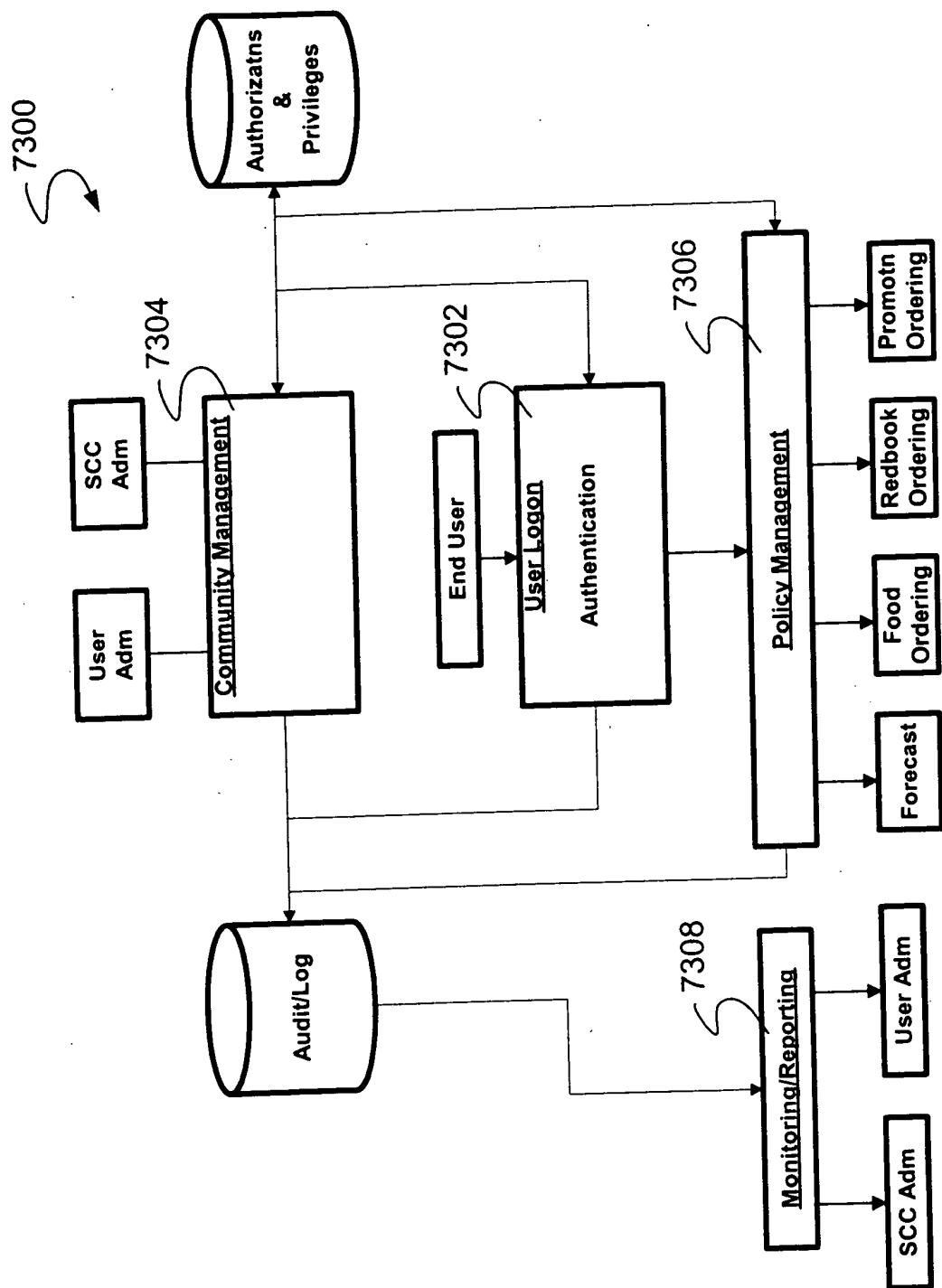


FIG. 73

FIG. 74

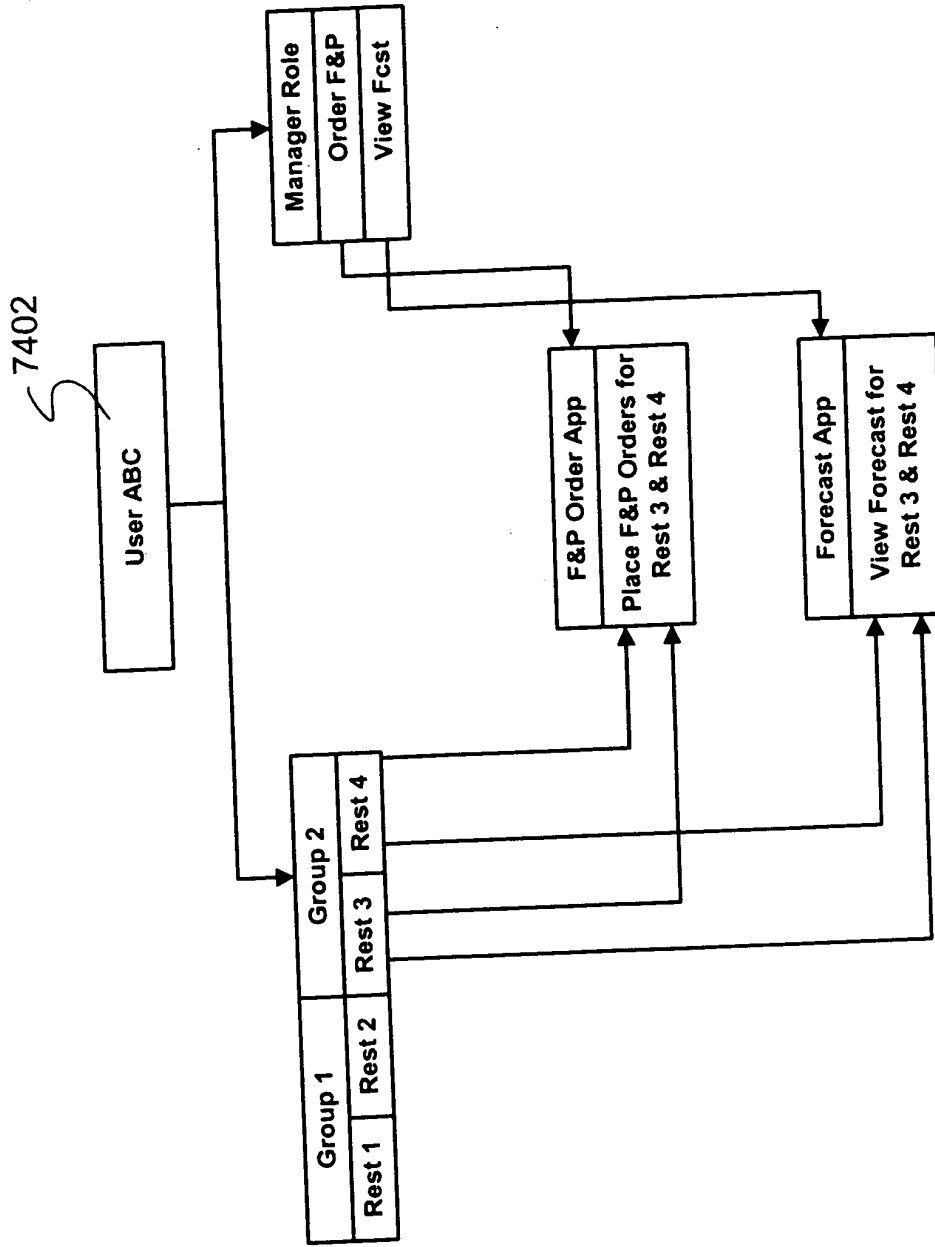


FIG. 74

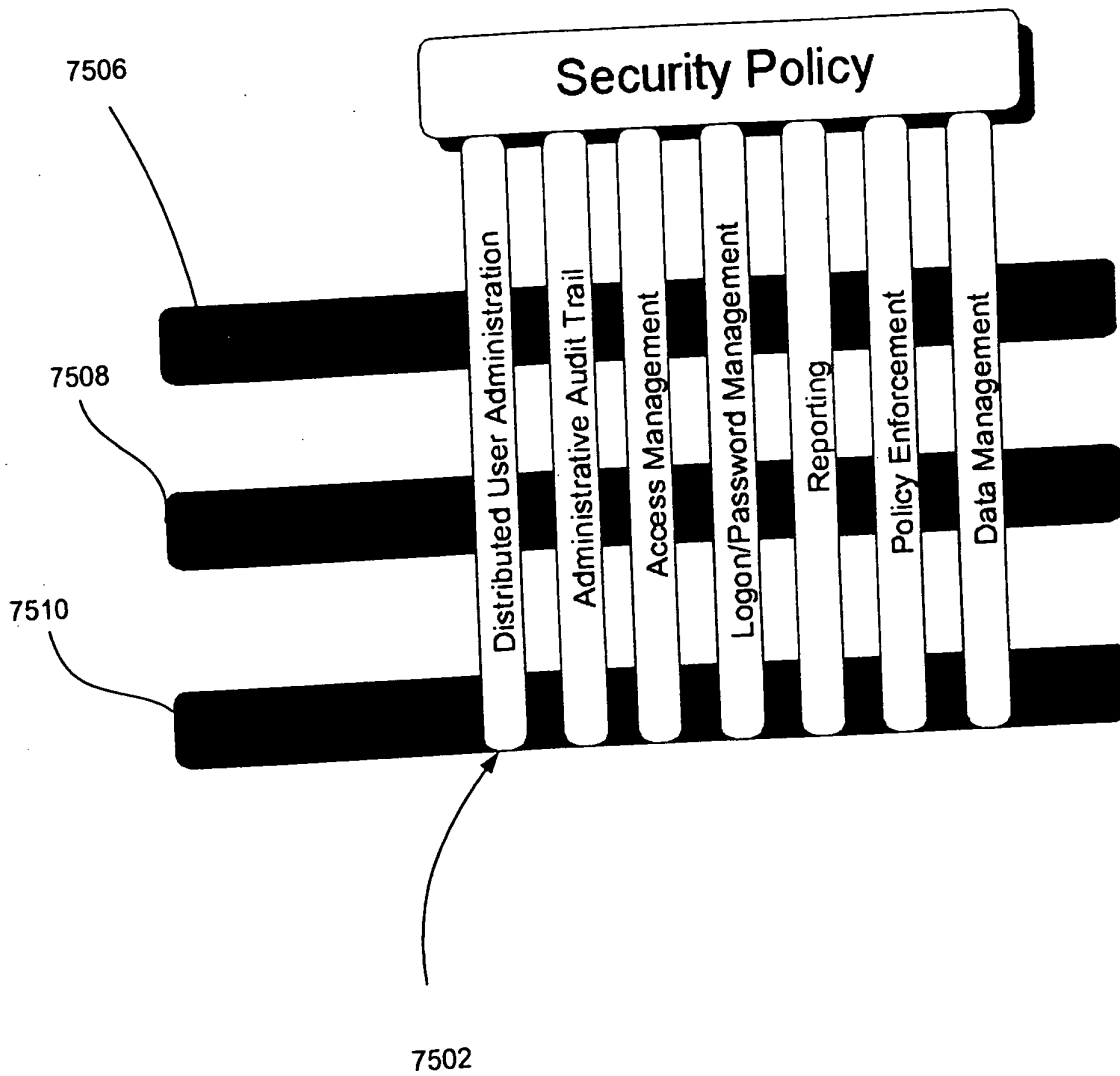
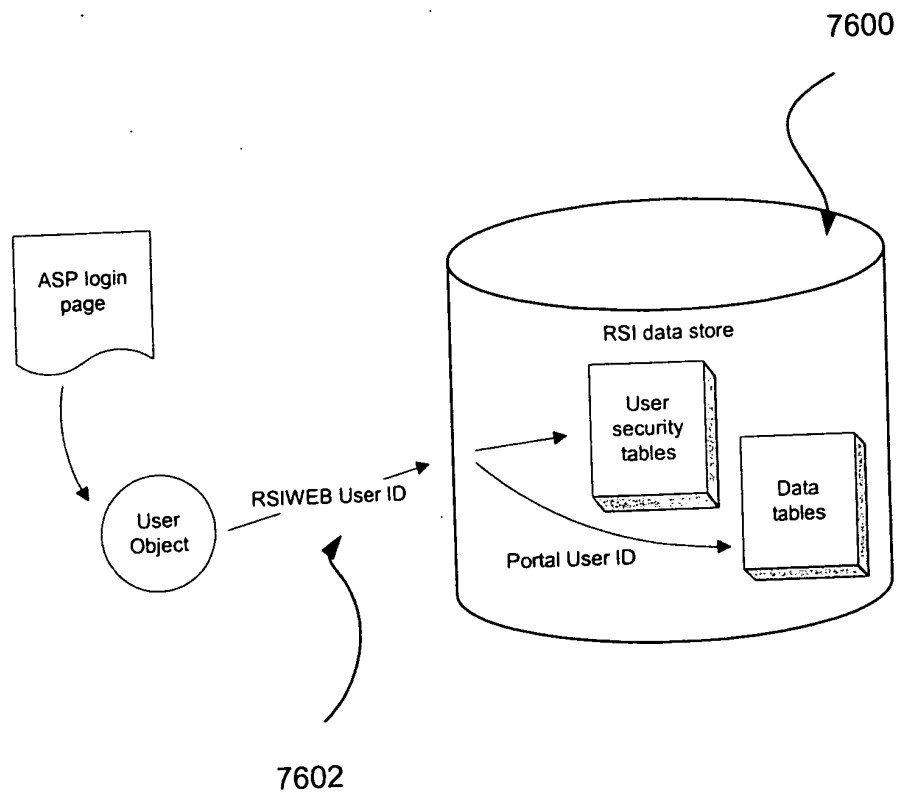


Fig. 75



**Fig. 76**



7700 7702 7704

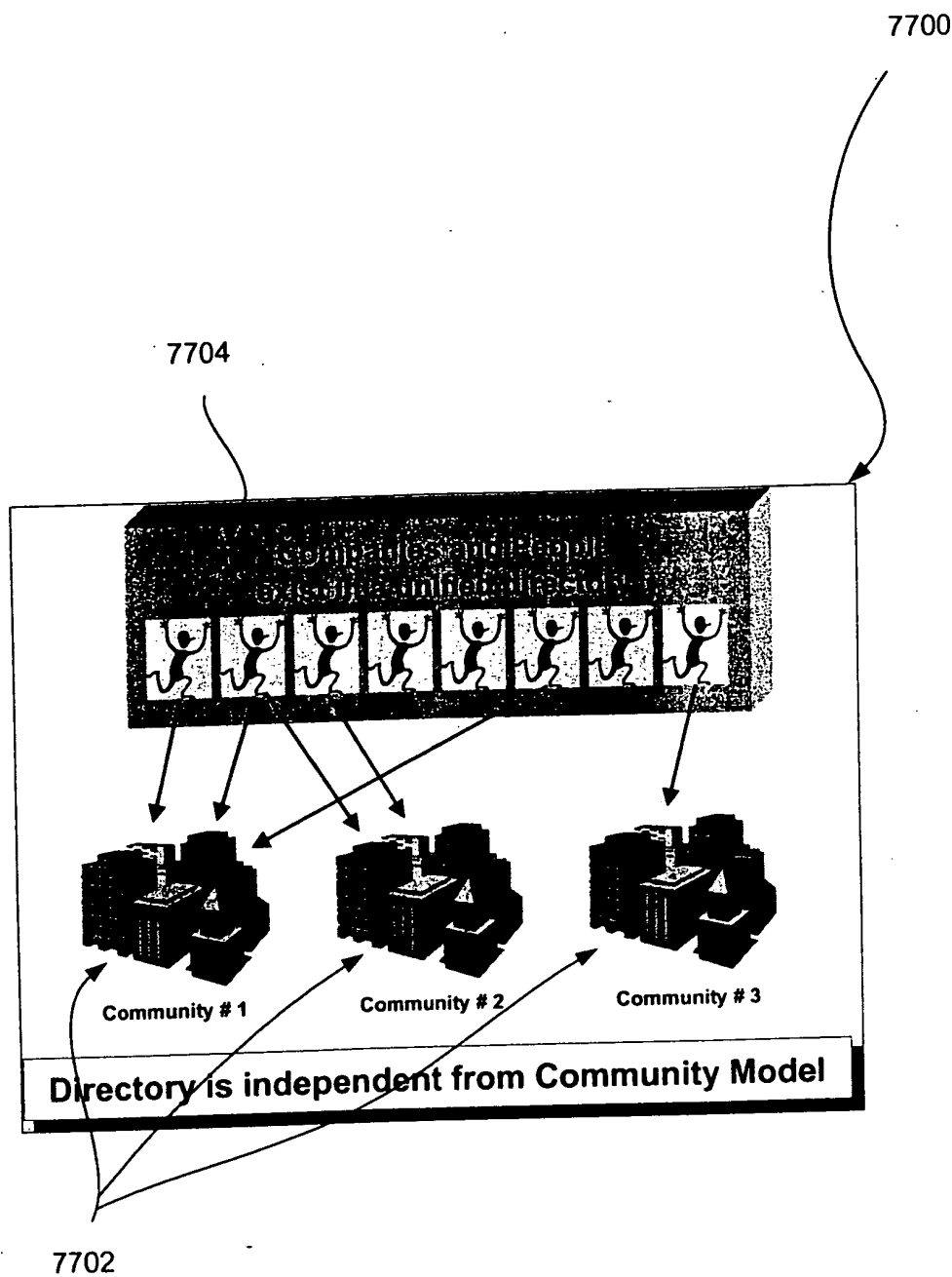


Fig. 77

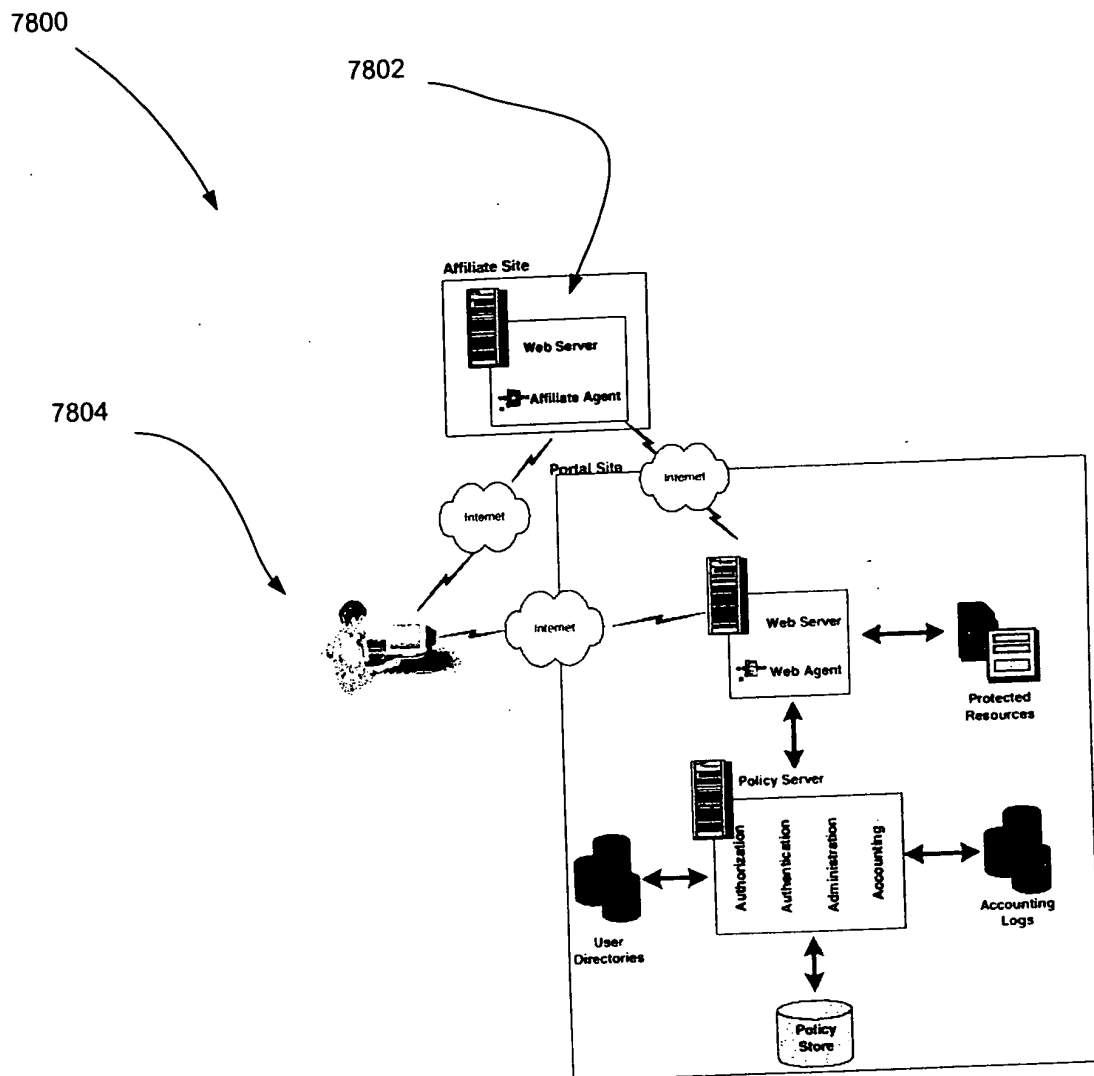


Fig. 78

7900

7902

# Policy-Based Web Security Model

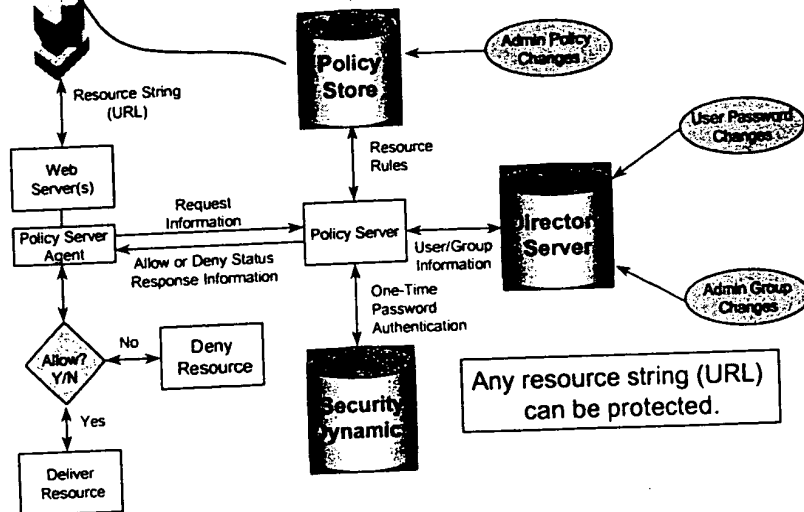
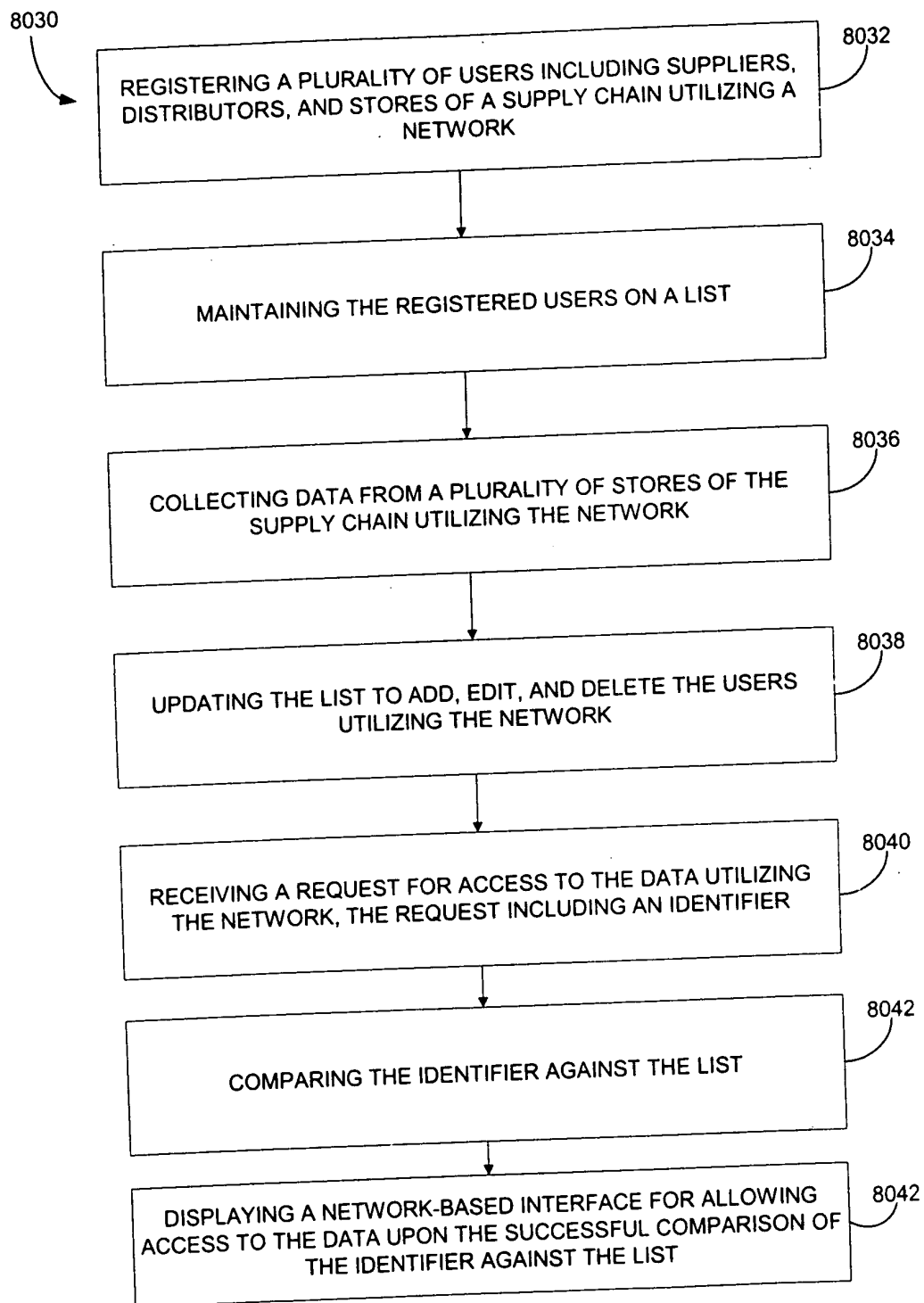
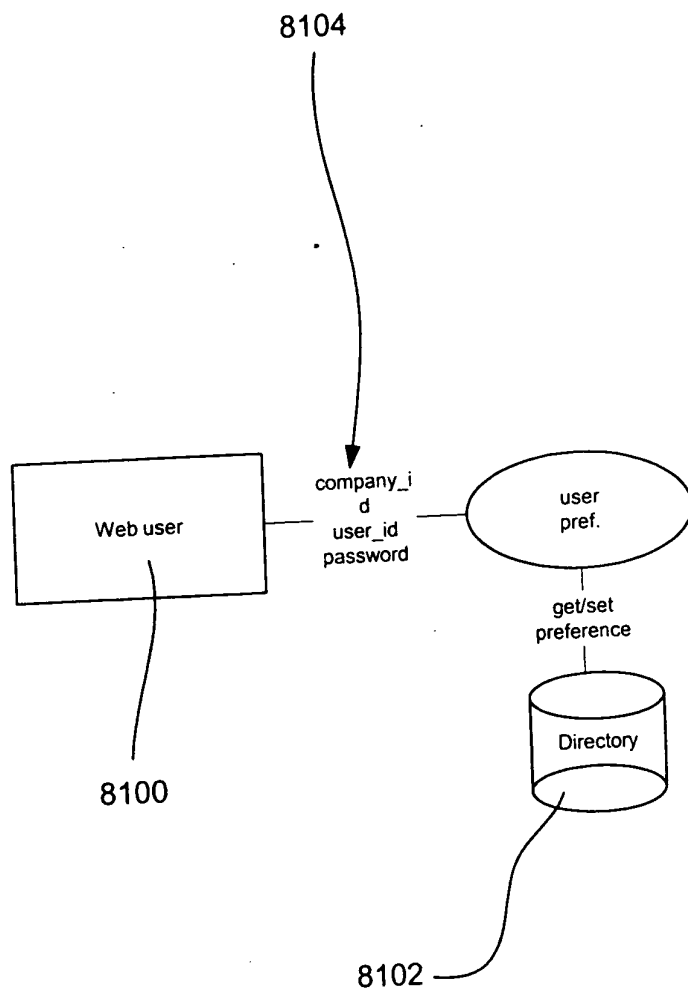


Fig. 79



**FIG. 80**



**Fig. 81**

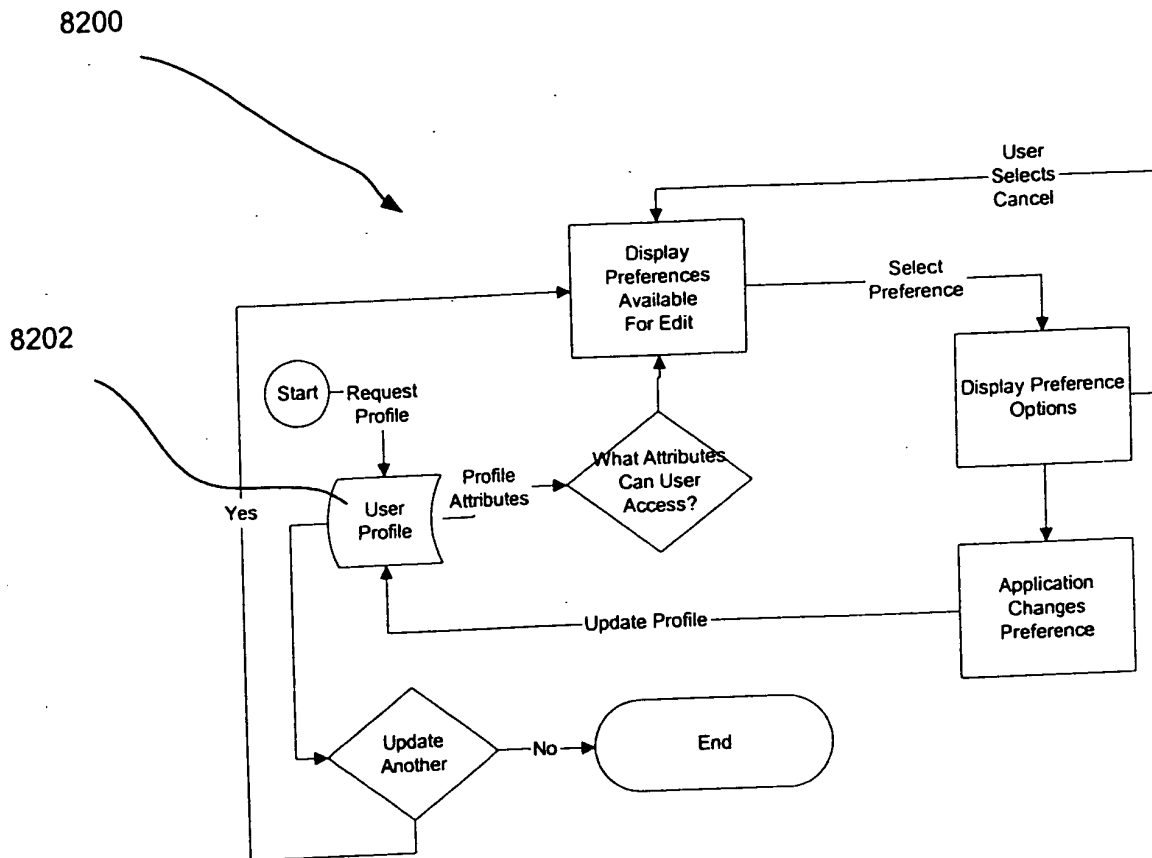
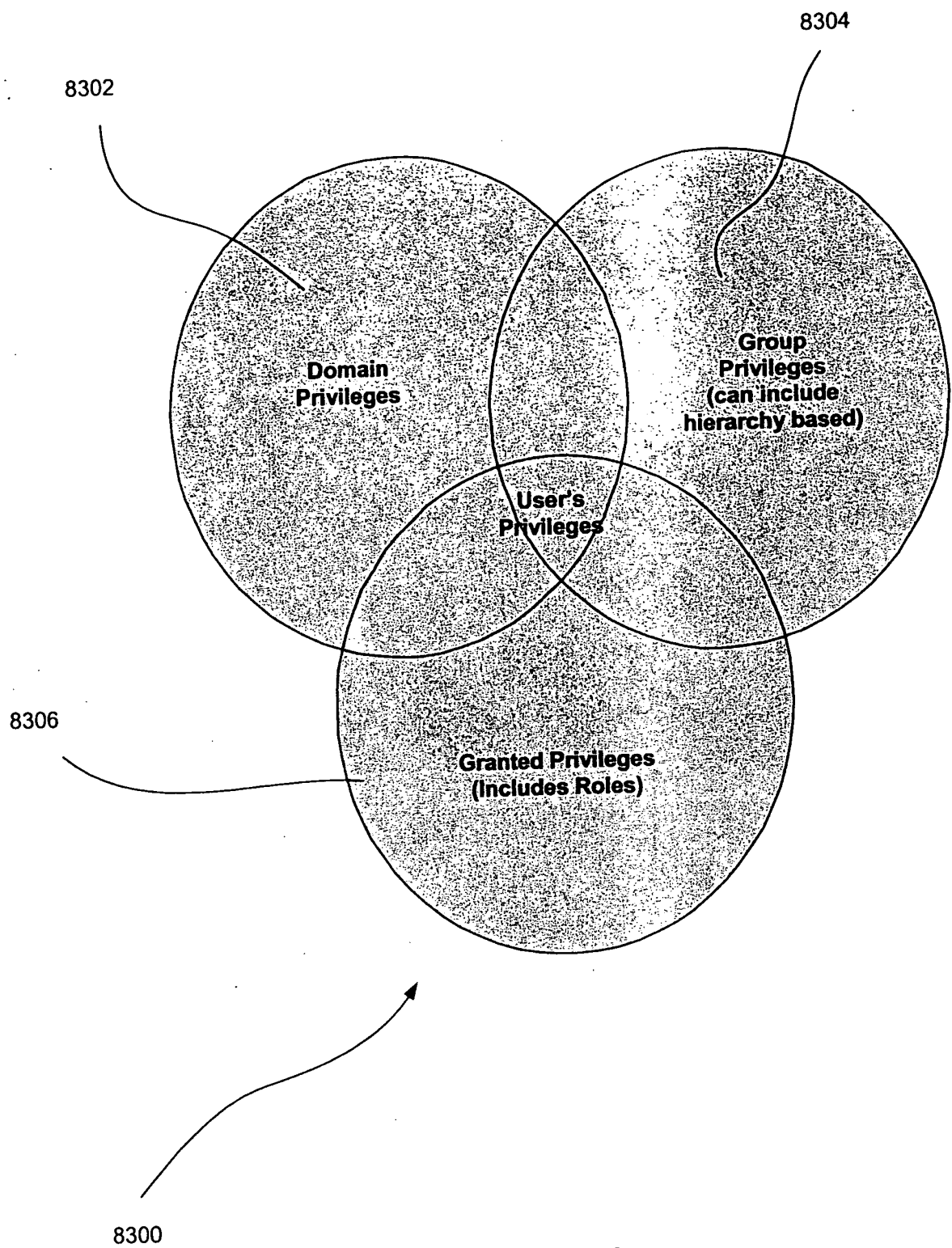
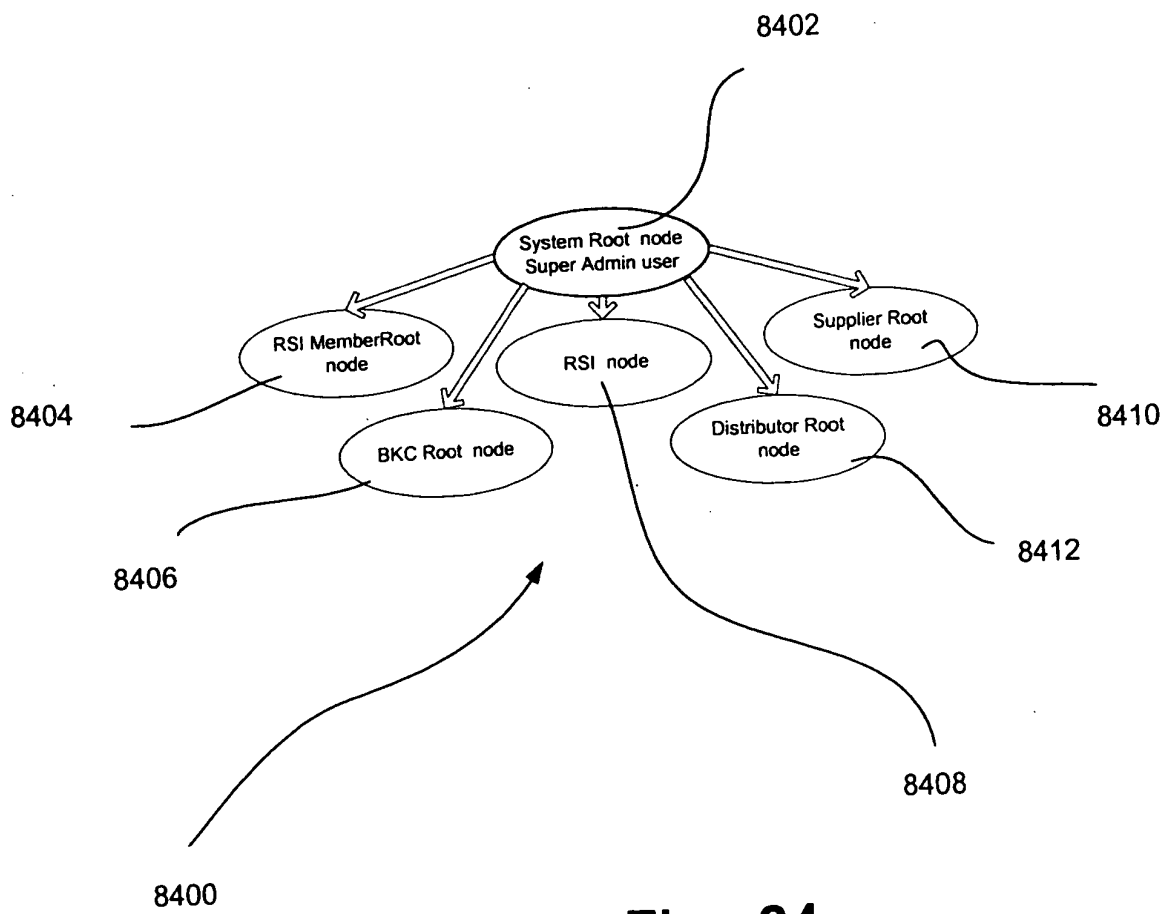


Fig. 82

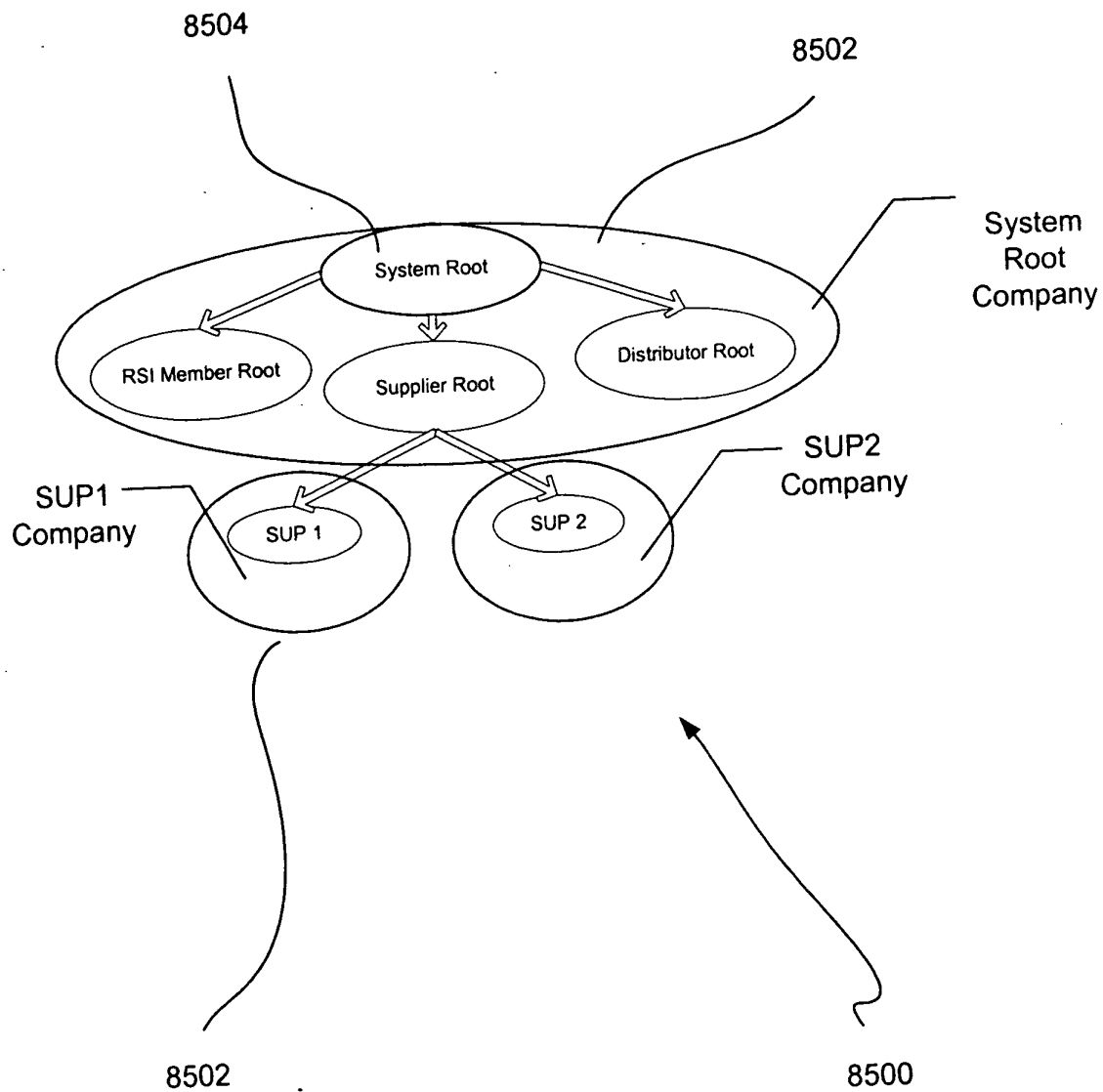


**Fig. 83**

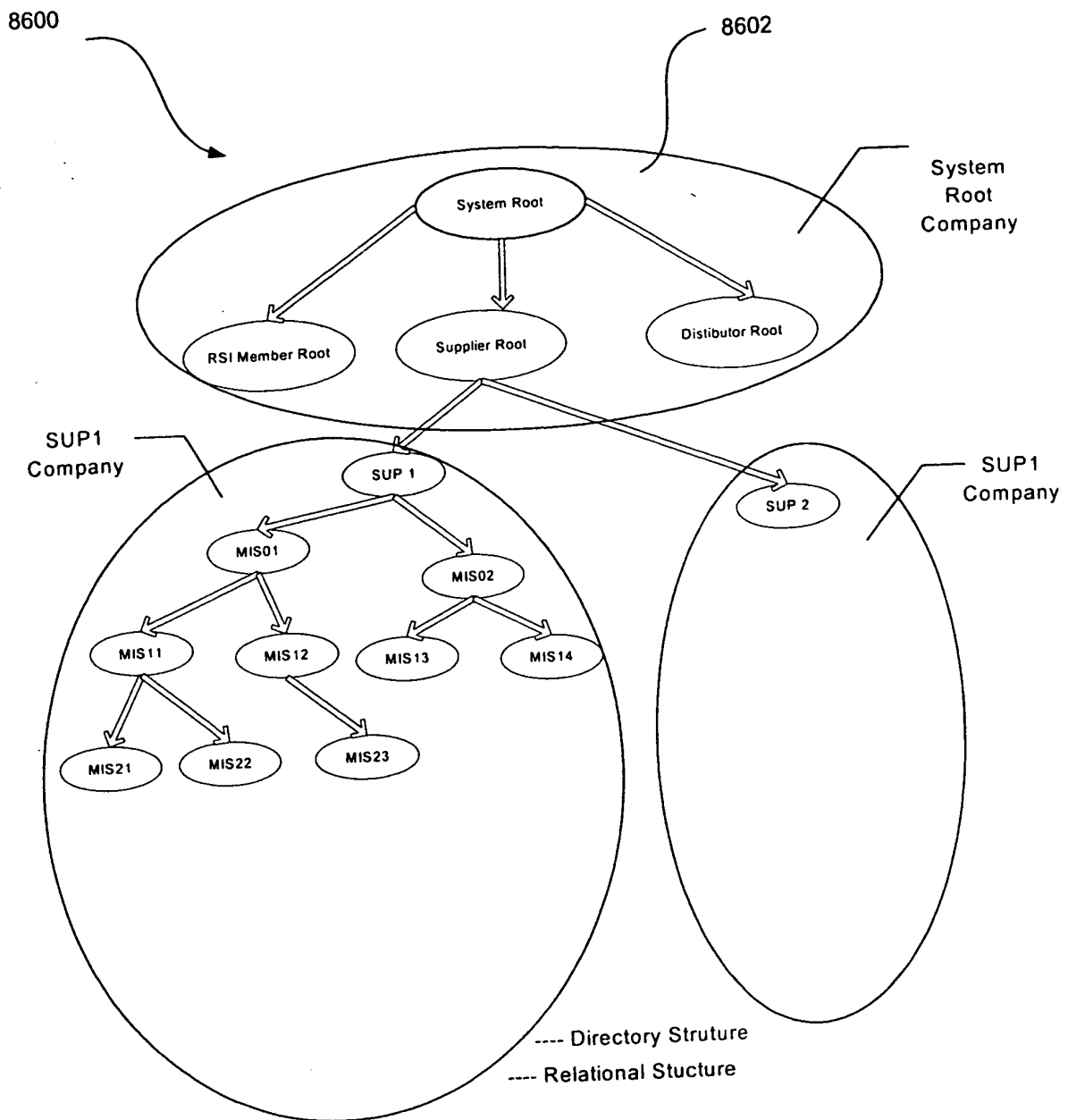


**Fig. 84**





**Fig. 85**



**Fig. 86**

8700

## Group Hierarchy Management: Data Flow

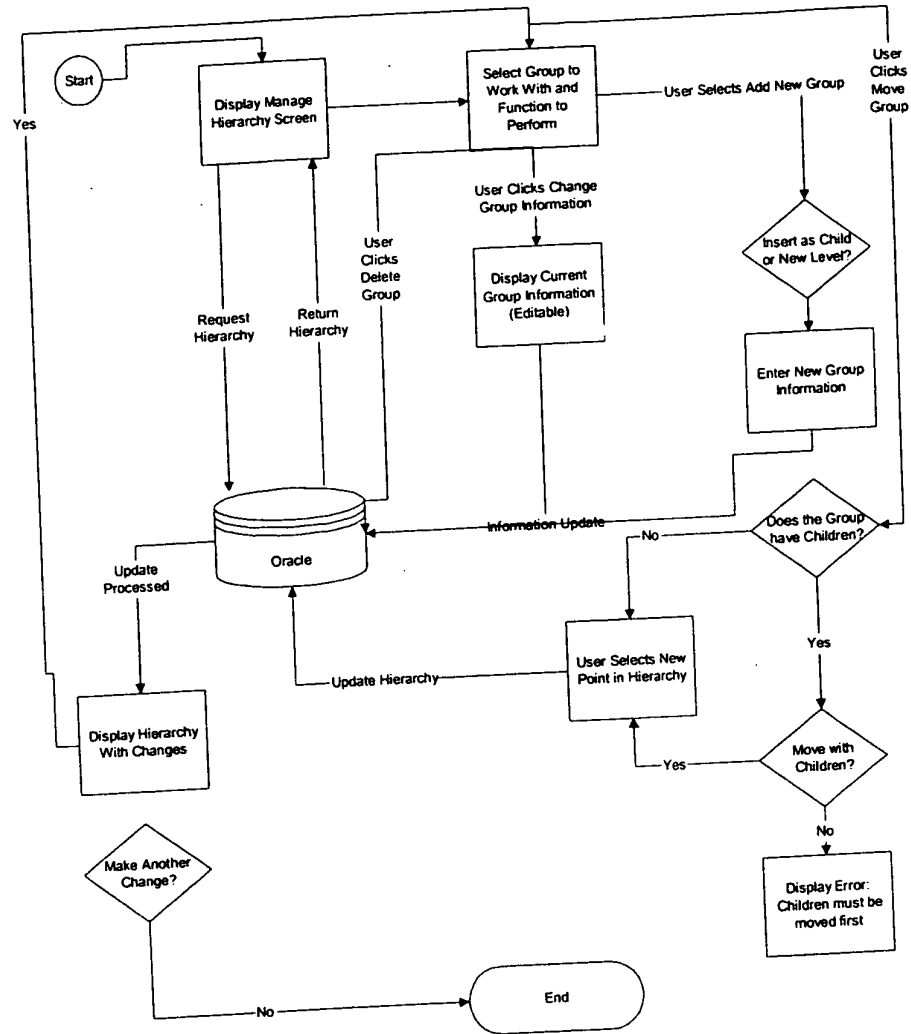


Fig. 87

8800

8804

8802

8800

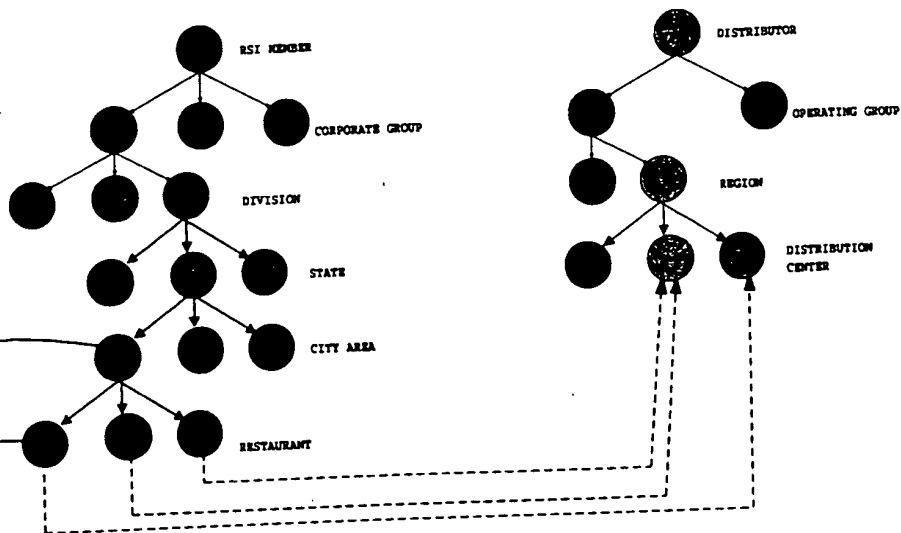


Fig. 88

8902



1400

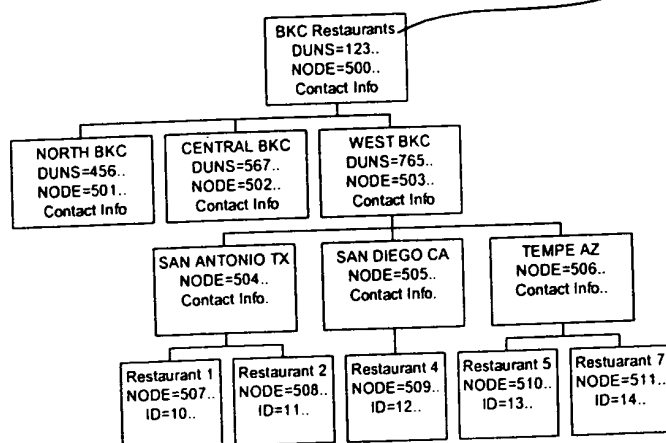


Fig. 89

9000

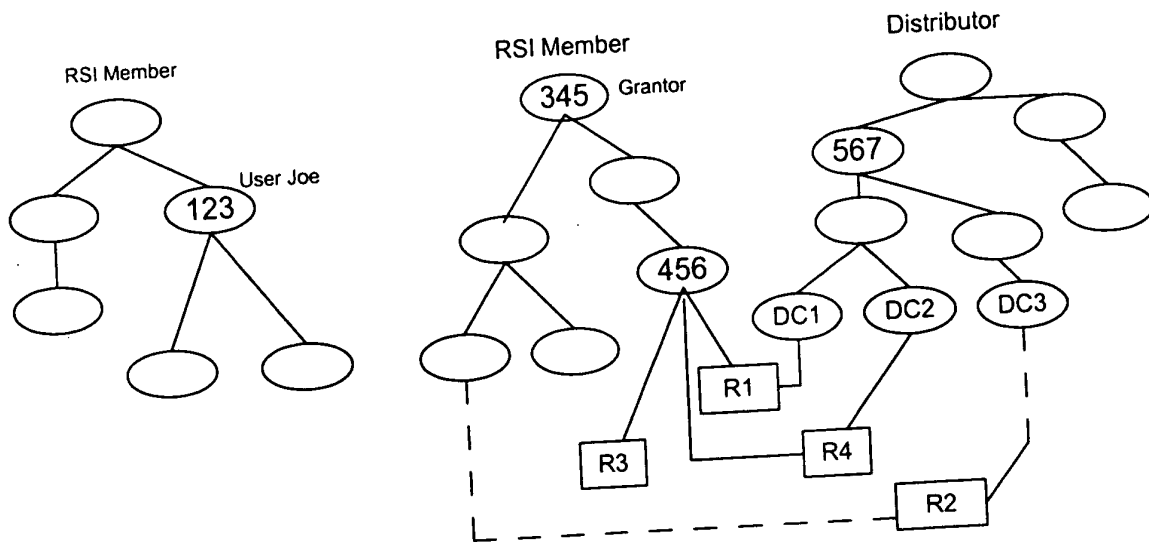


FIG. 90

9100

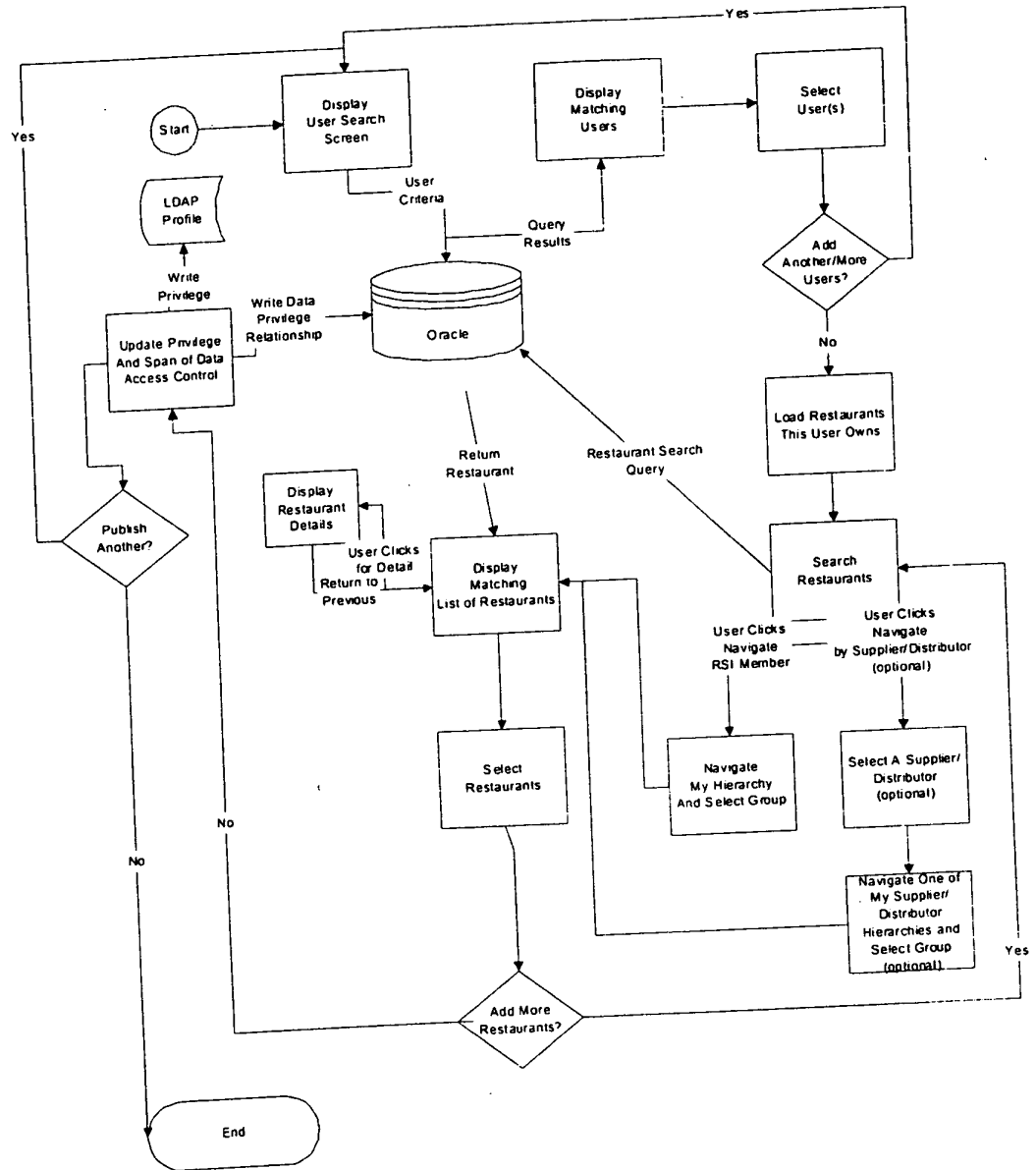
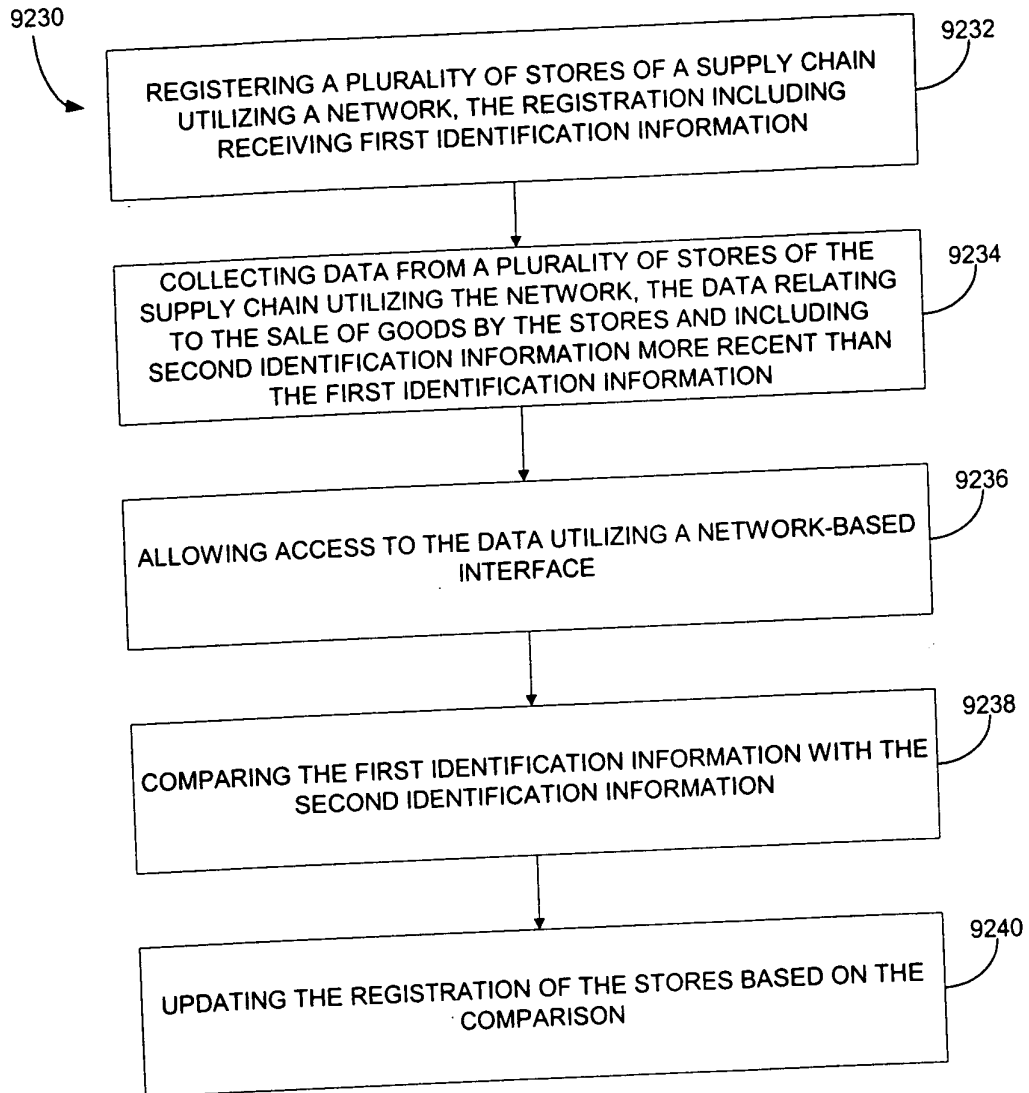
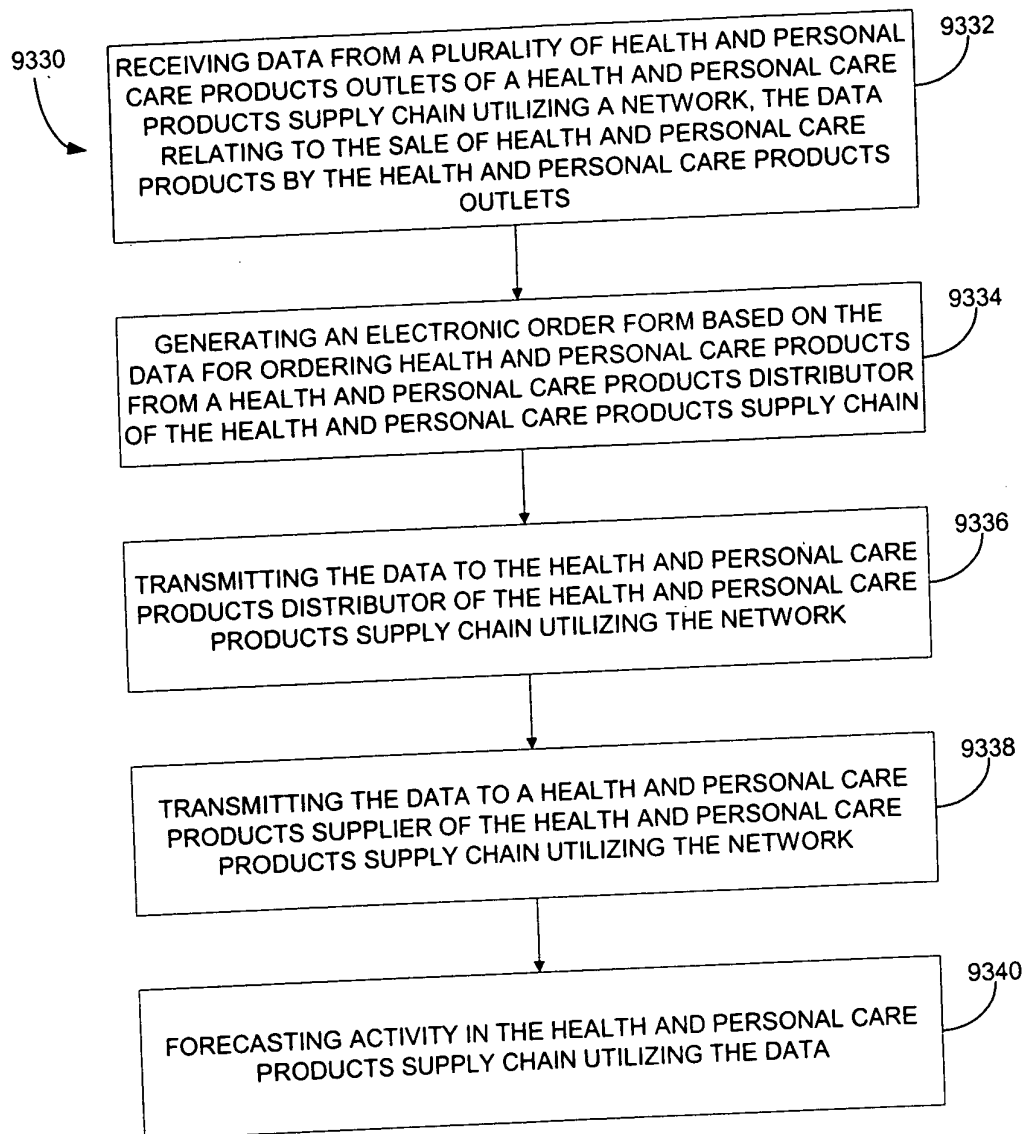


Fig. 91

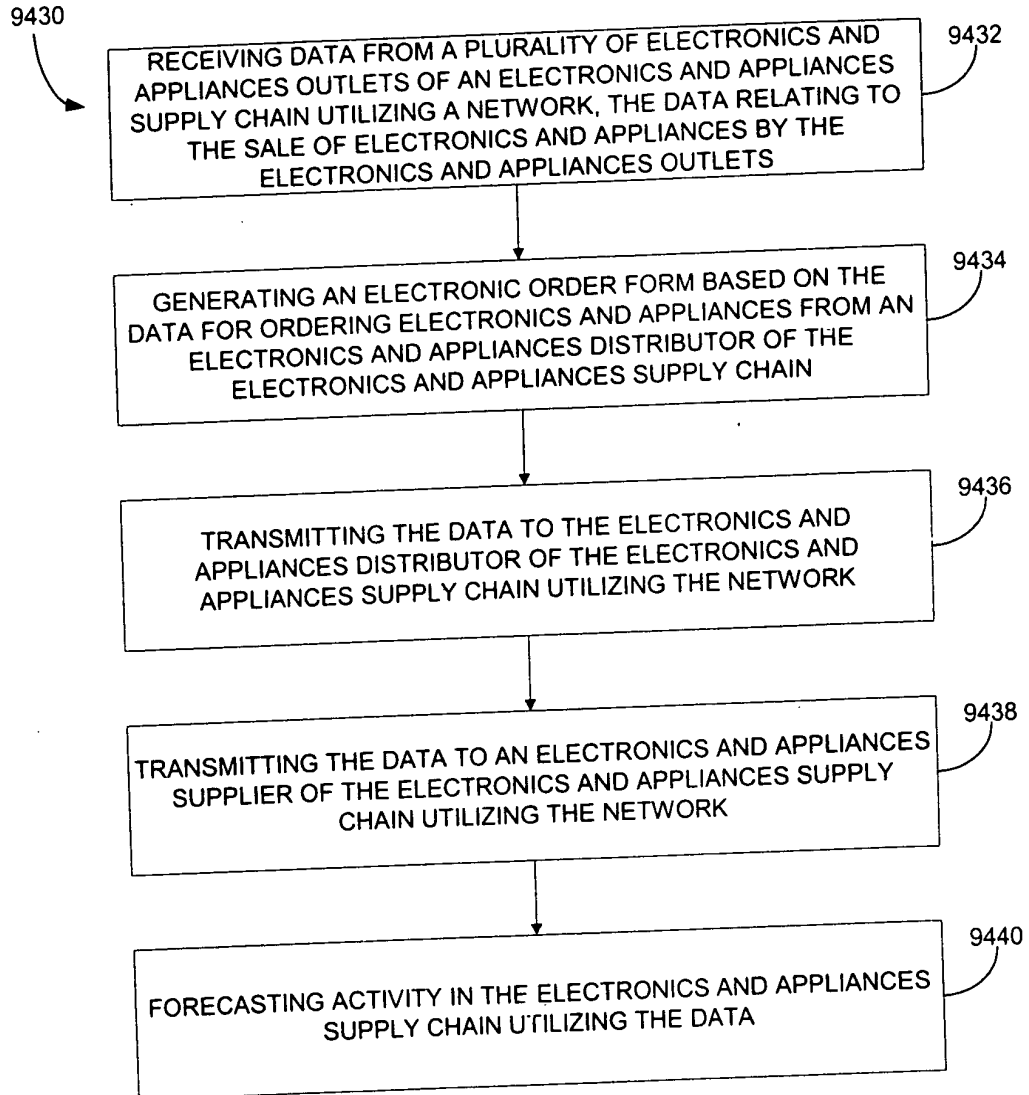


**FIG. 92**





**FIG. 93**



**FIG. 94**

```

graph TD
    9530 --> 9532
    9532 --> 9534
    9534 --> 9536
    9536 --> 9538
    9538 --> 9540

```

9530

RECEIVING DATA FROM A PLURALITY OF TRANSPORTATION EQUIPMENT OUTLETS OF A TRANSPORTATION EQUIPMENT SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF TRANSPORTATION EQUIPMENT BY THE TRANSPORTATION EQUIPMENT OUTLETS 9532

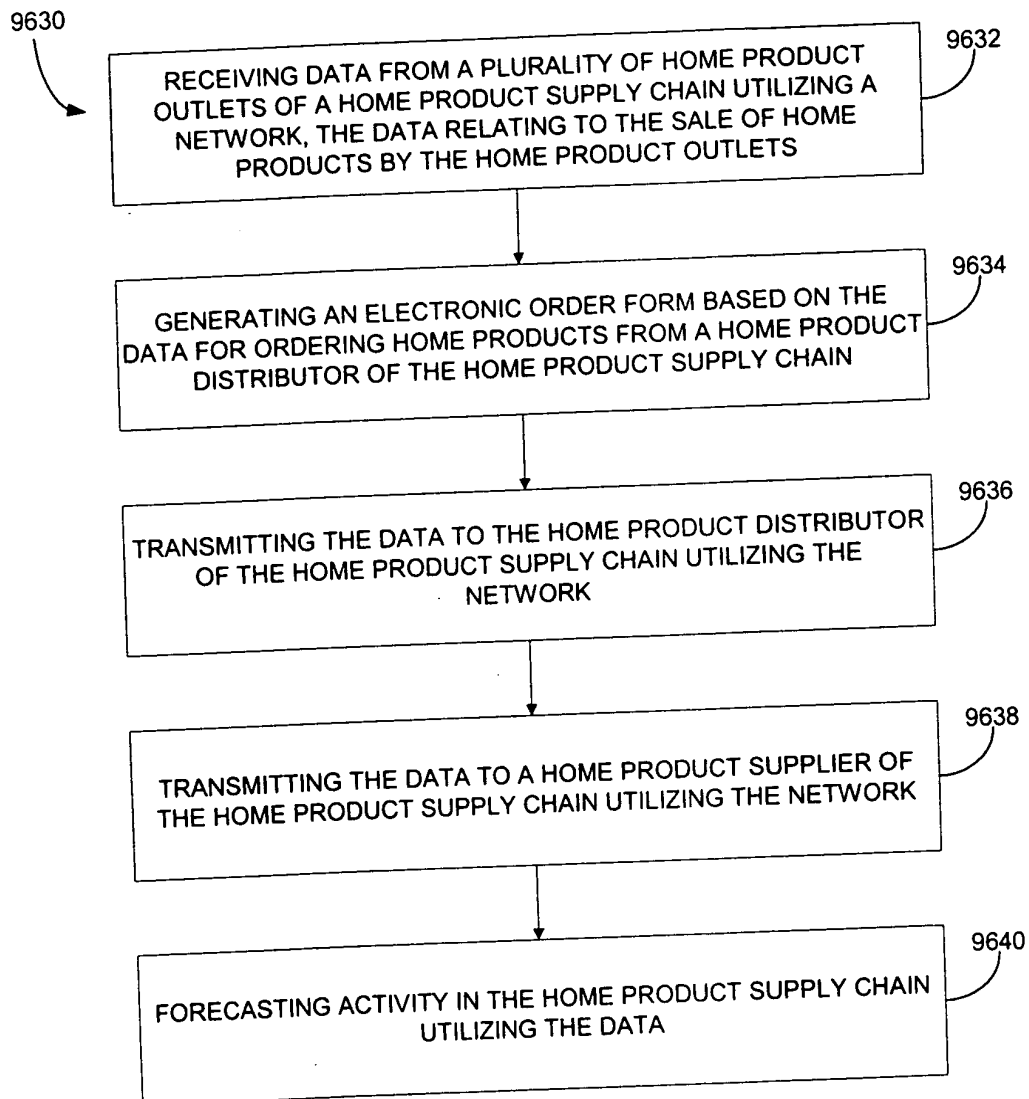
GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA FOR ORDERING TRANSPORTATION EQUIPMENT FROM A TRANSPORTATION EQUIPMENT DISTRIBUTOR OF THE TRANSPORTATION EQUIPMENT SUPPLY CHAIN 9534

TRANSMITTING THE DATA TO THE TRANSPORTATION EQUIPMENT DISTRIBUTOR OF THE TRANSPORTATION EQUIPMENT SUPPLY CHAIN UTILIZING THE NETWORK 9536

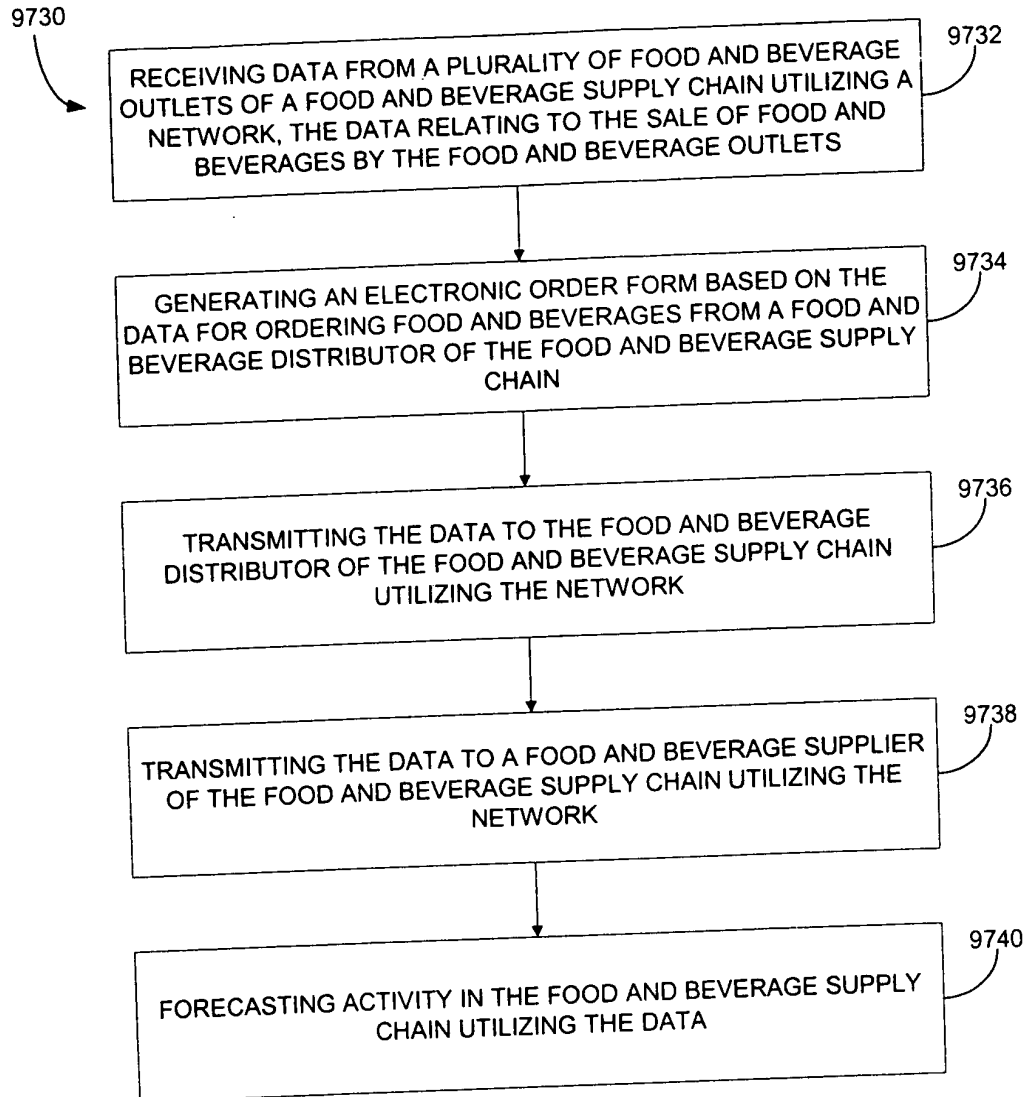
TRANSMITTING THE DATA TO A TRANSPORTATION EQUIPMENT SUPPLIER OF THE TRANSPORTATION EQUIPMENT SUPPLY CHAIN UTILIZING THE NETWORK 9538

FORECASTING ACTIVITY IN THE TRANSPORTATION EQUIPMENT SUPPLY CHAIN UTILIZING THE DATA 9540

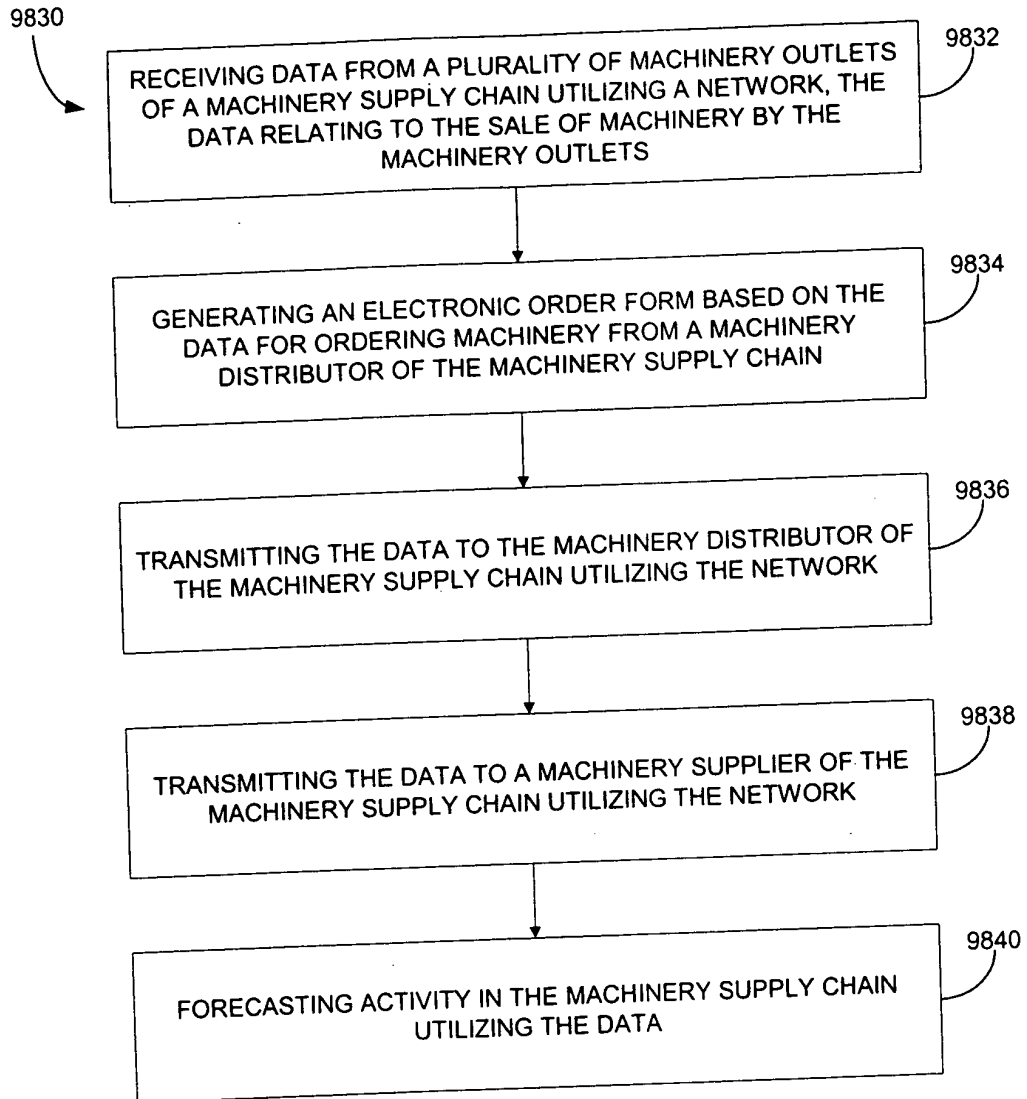
FIG. 95



**FIG. 96**

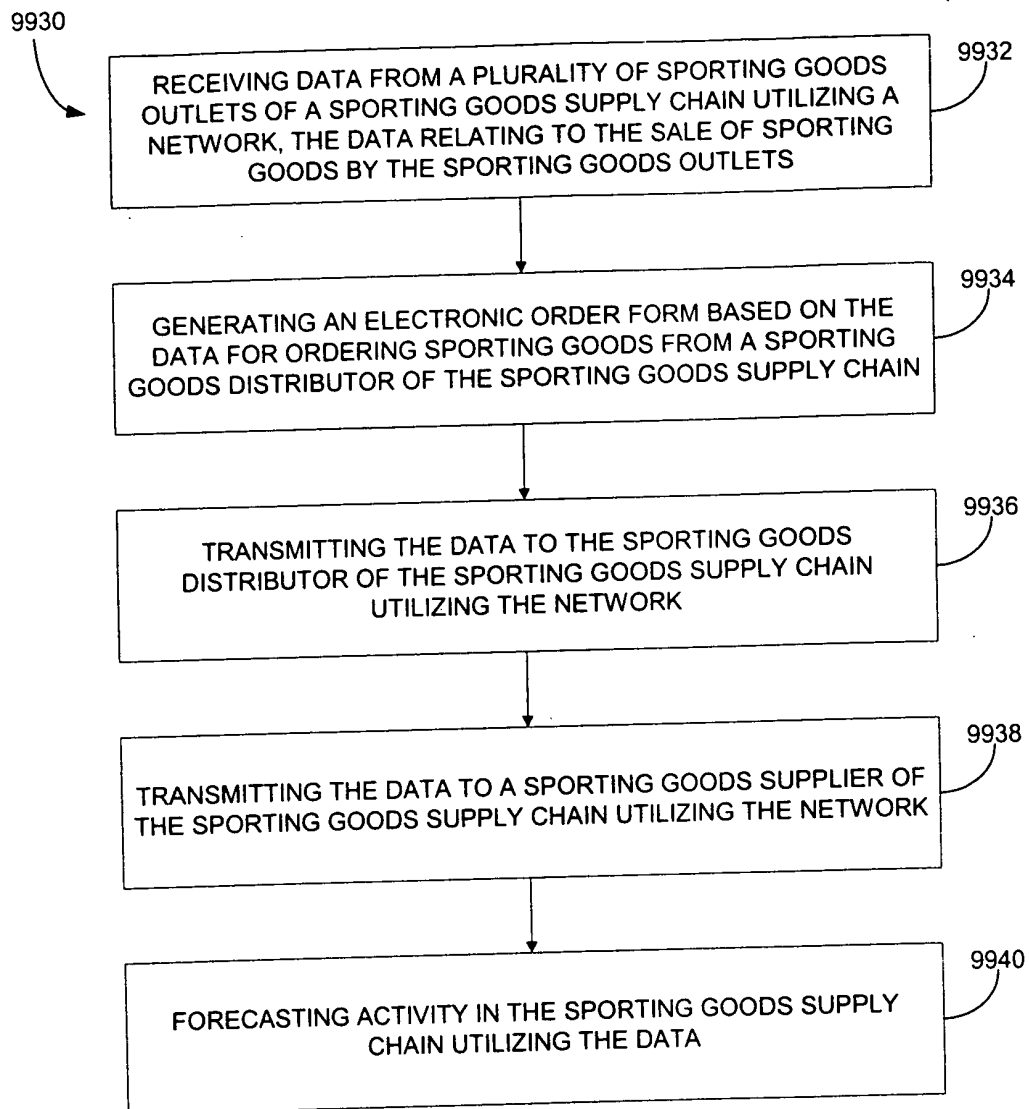


**FIG. 97**



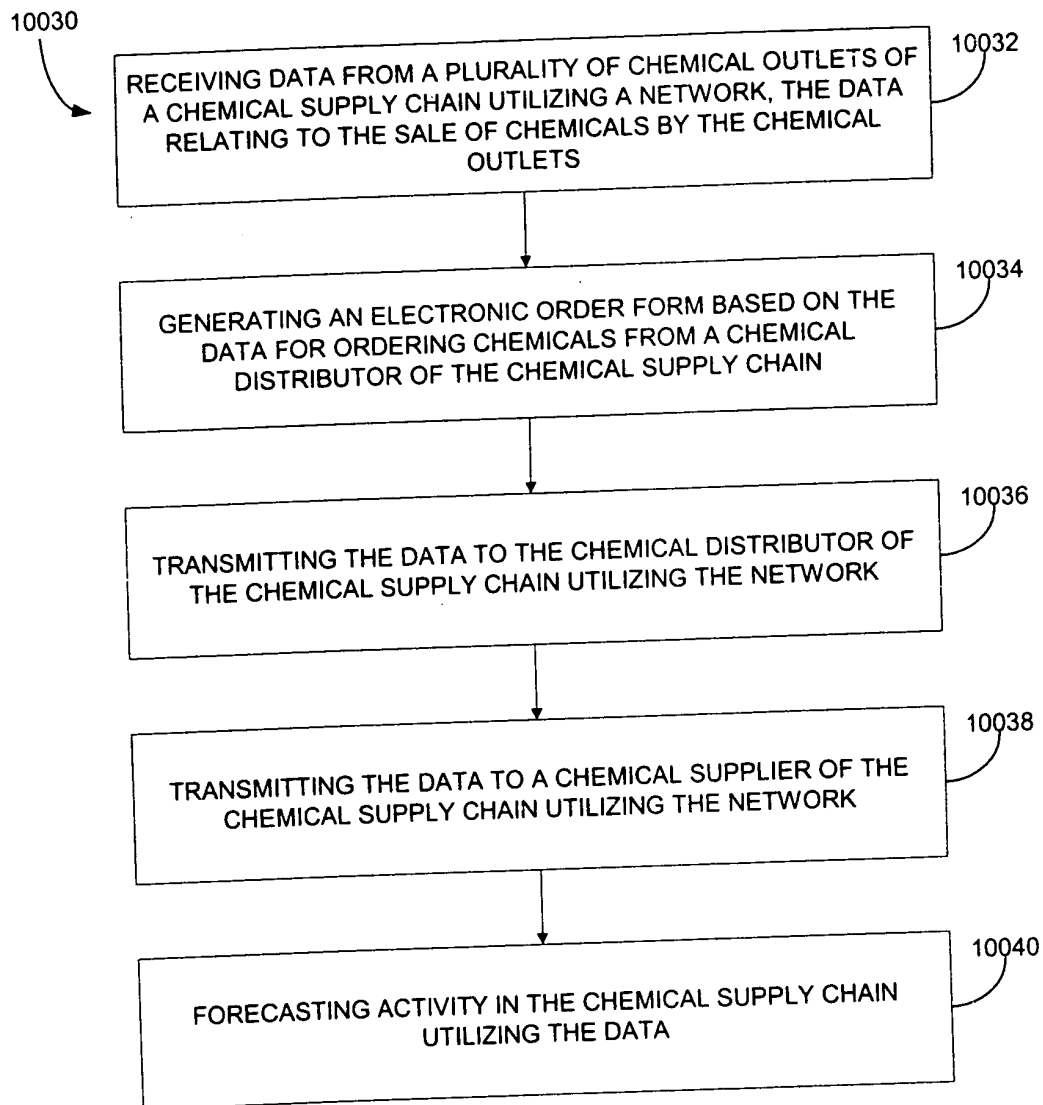
**FIG. 98**

FIG. 99



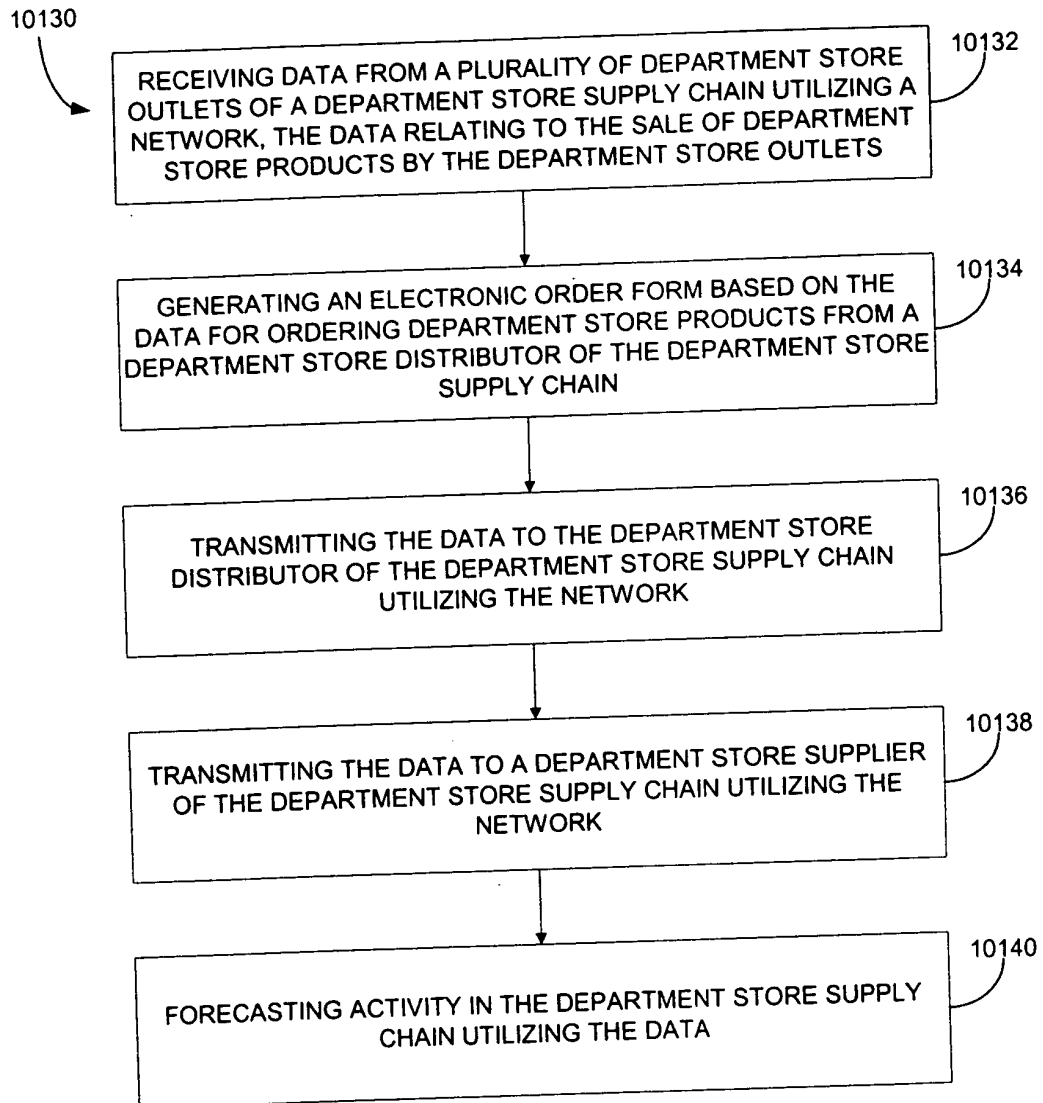
**FIG. 99**

10030 10032 10034 10036 10038 10040

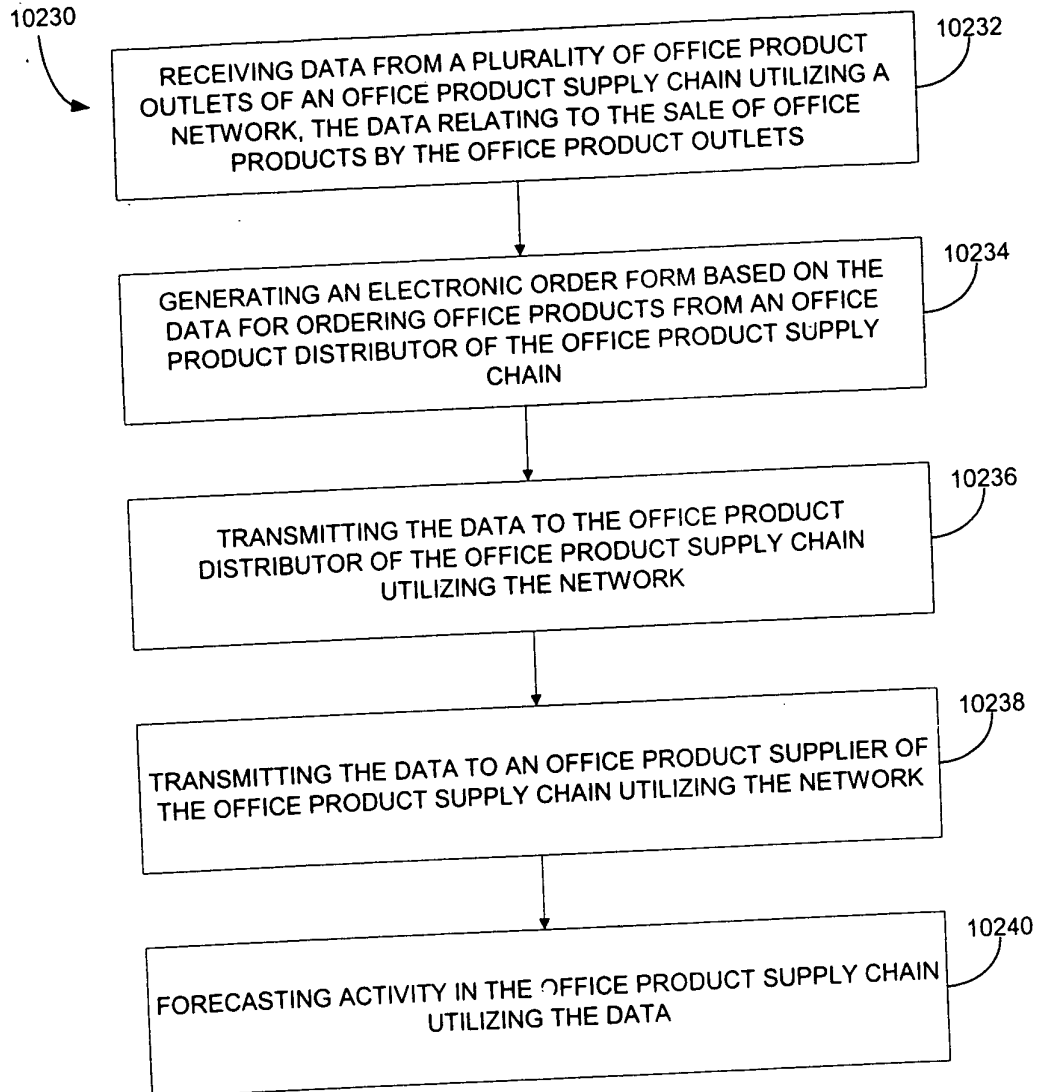


**FIG. 100**



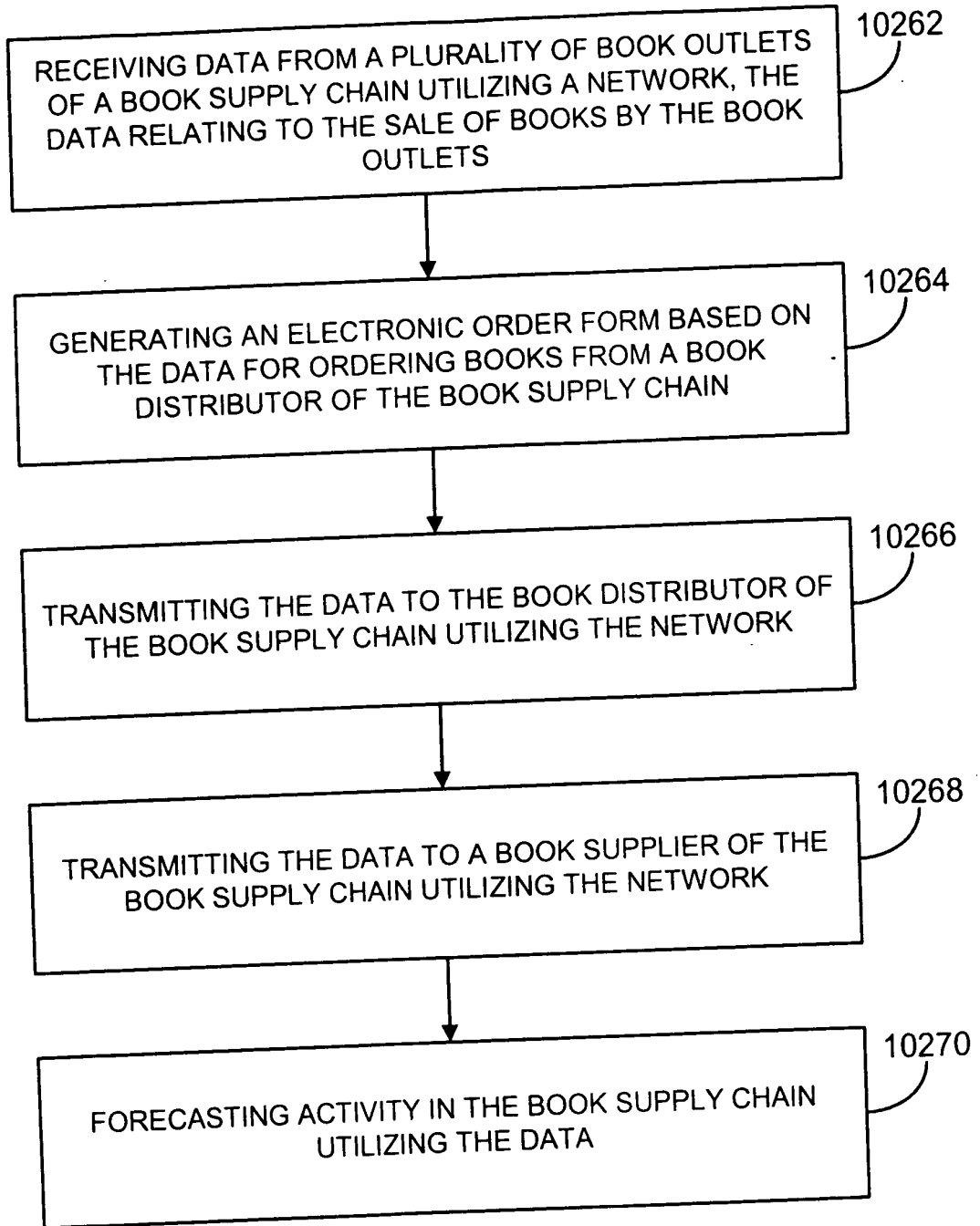


**FIG. 101**

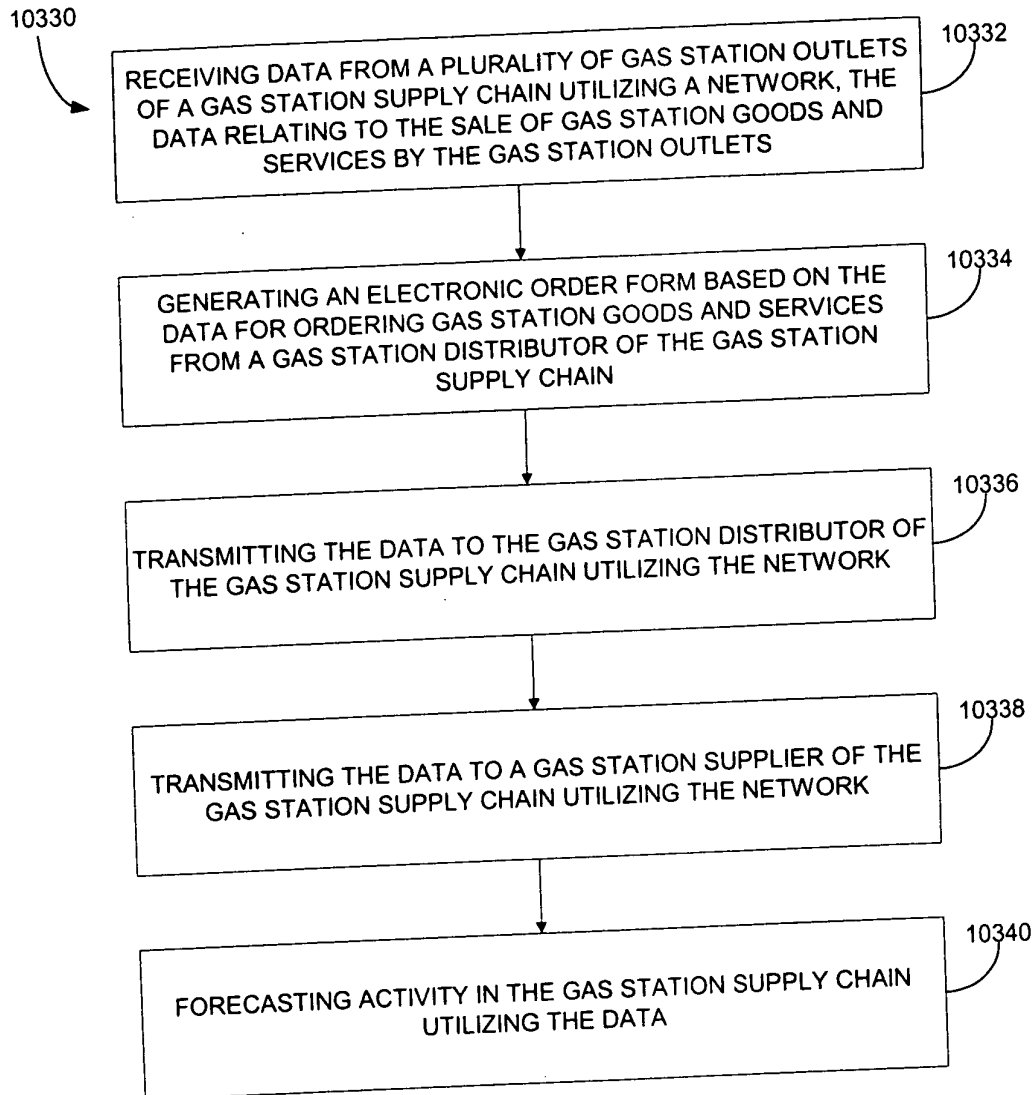


**FIG. 102A**

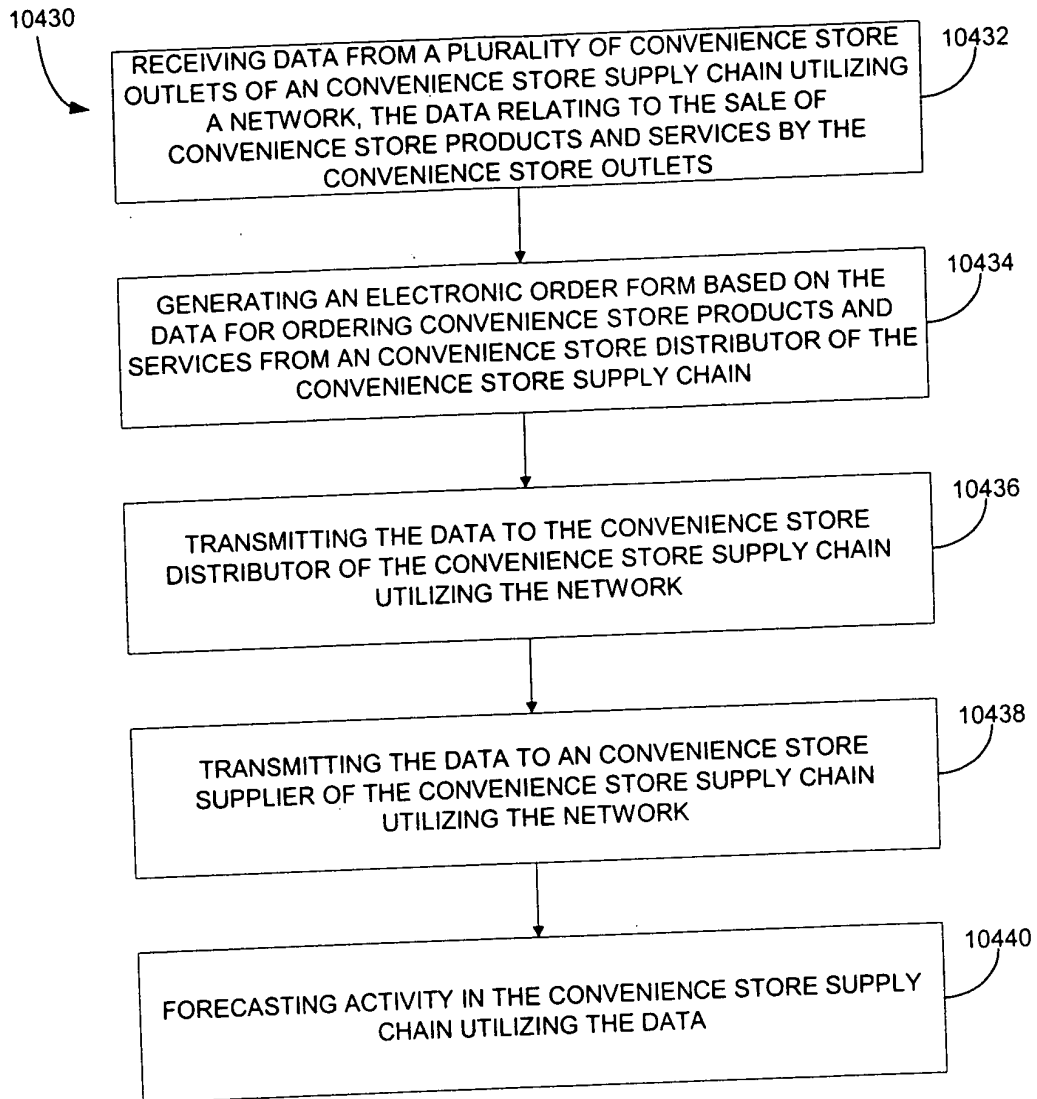
10260



**FIG. 102B**

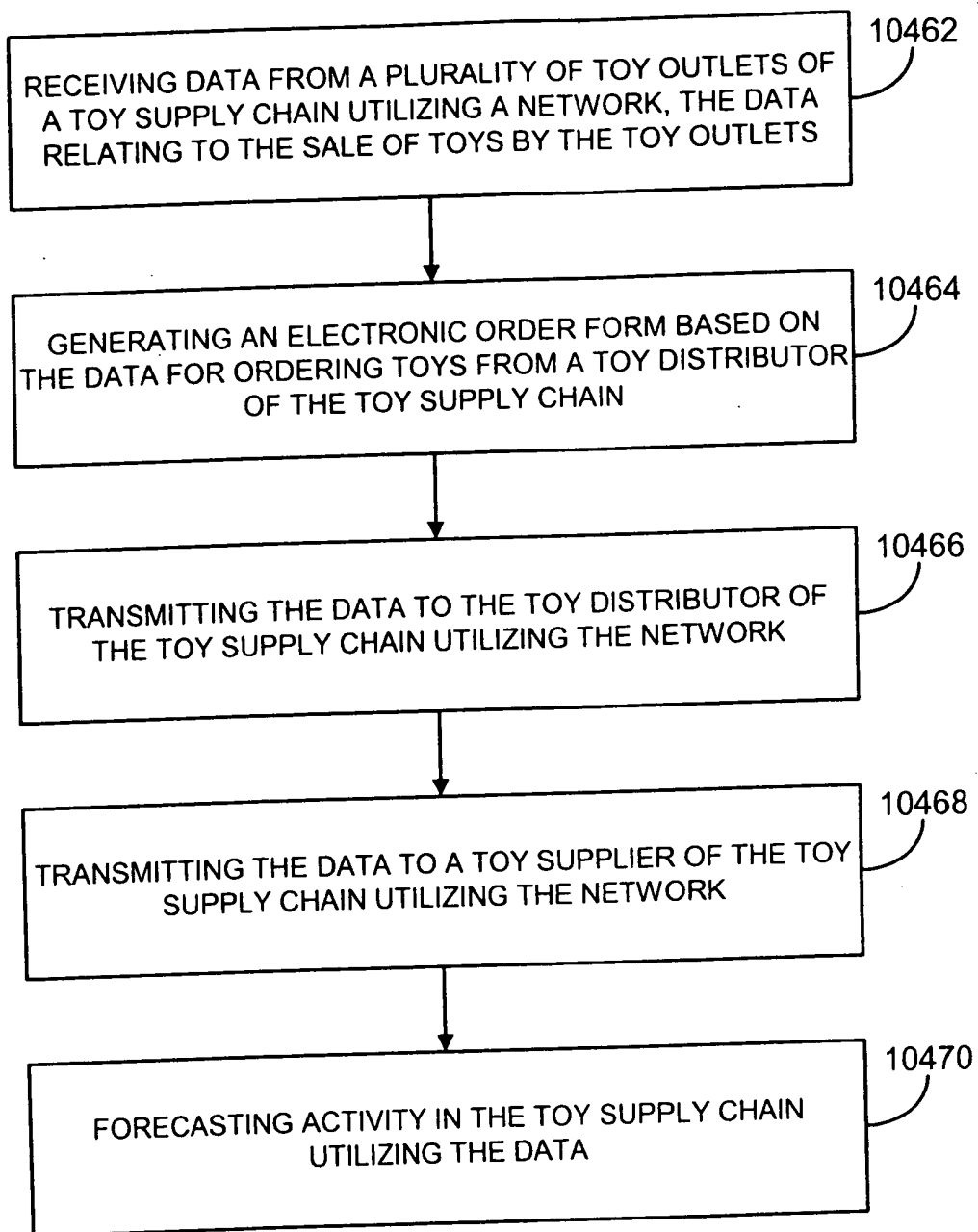


**FIG. 103**

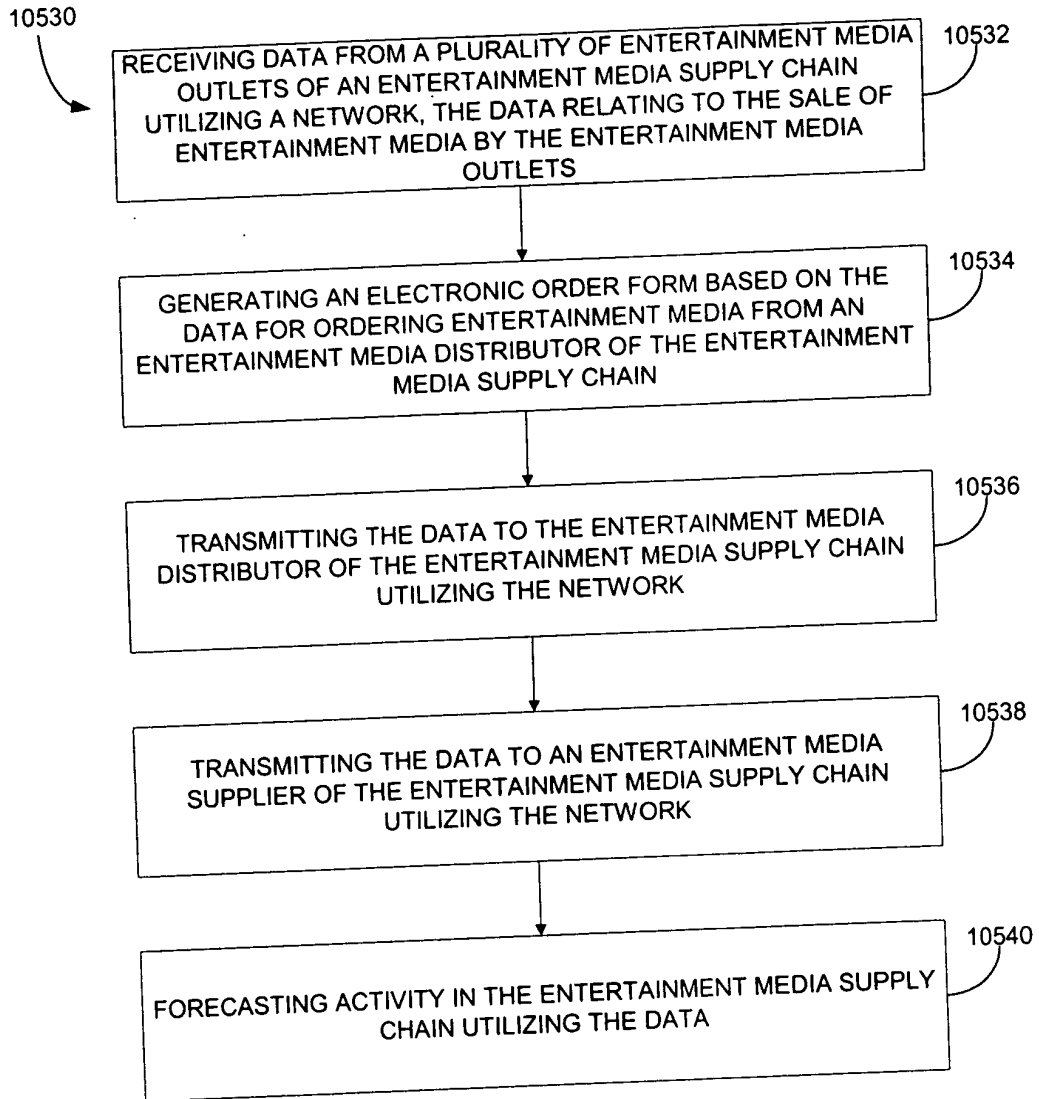


**FIG. 104A**

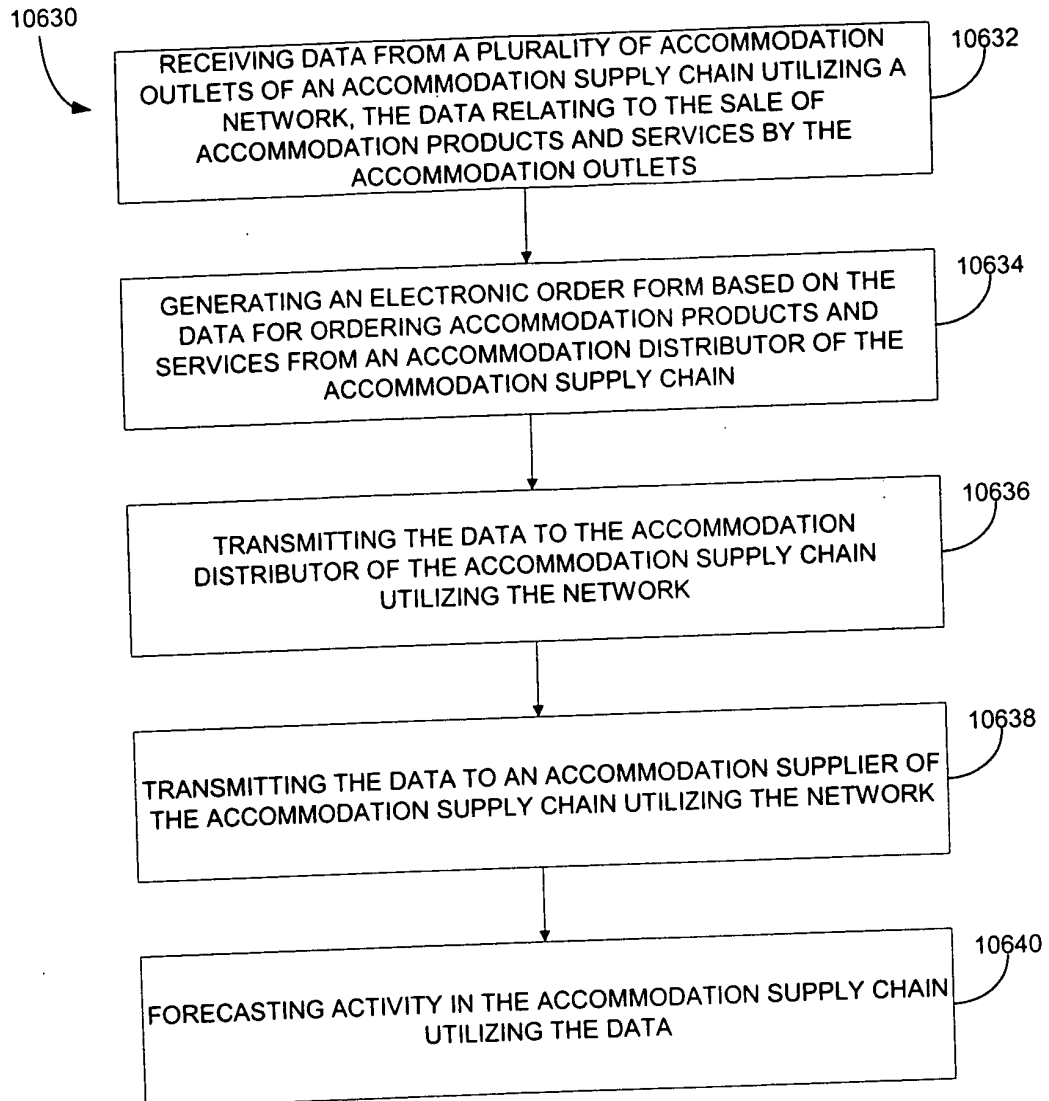
10460



**FIG. 104B**

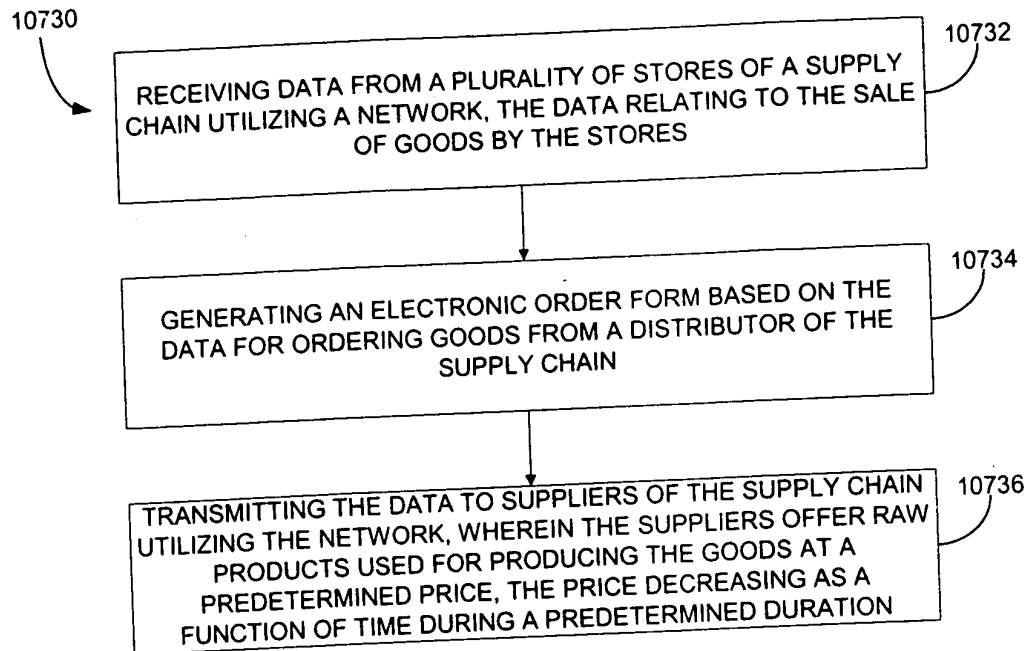


**FIG. 105**

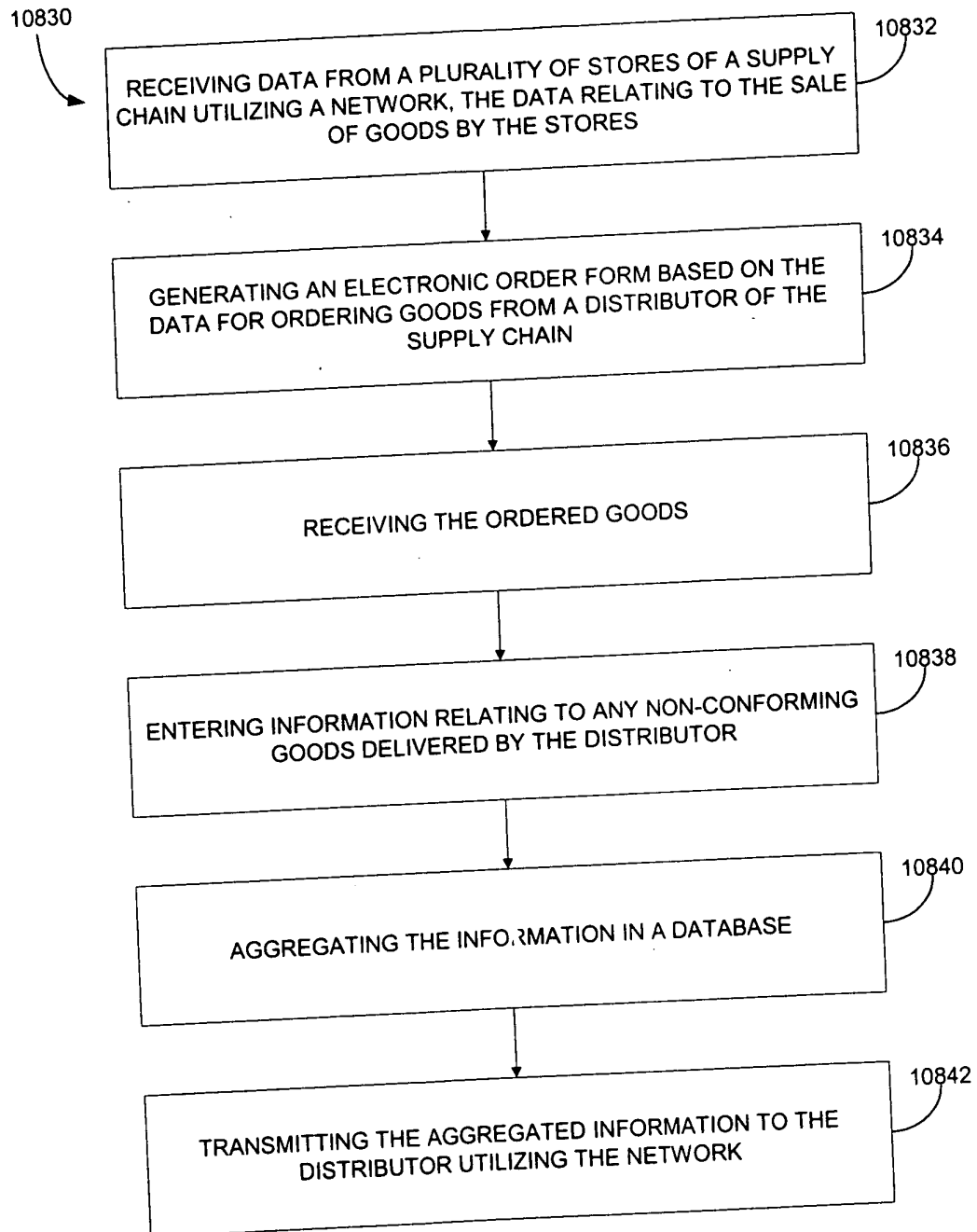


**FIG. 106**



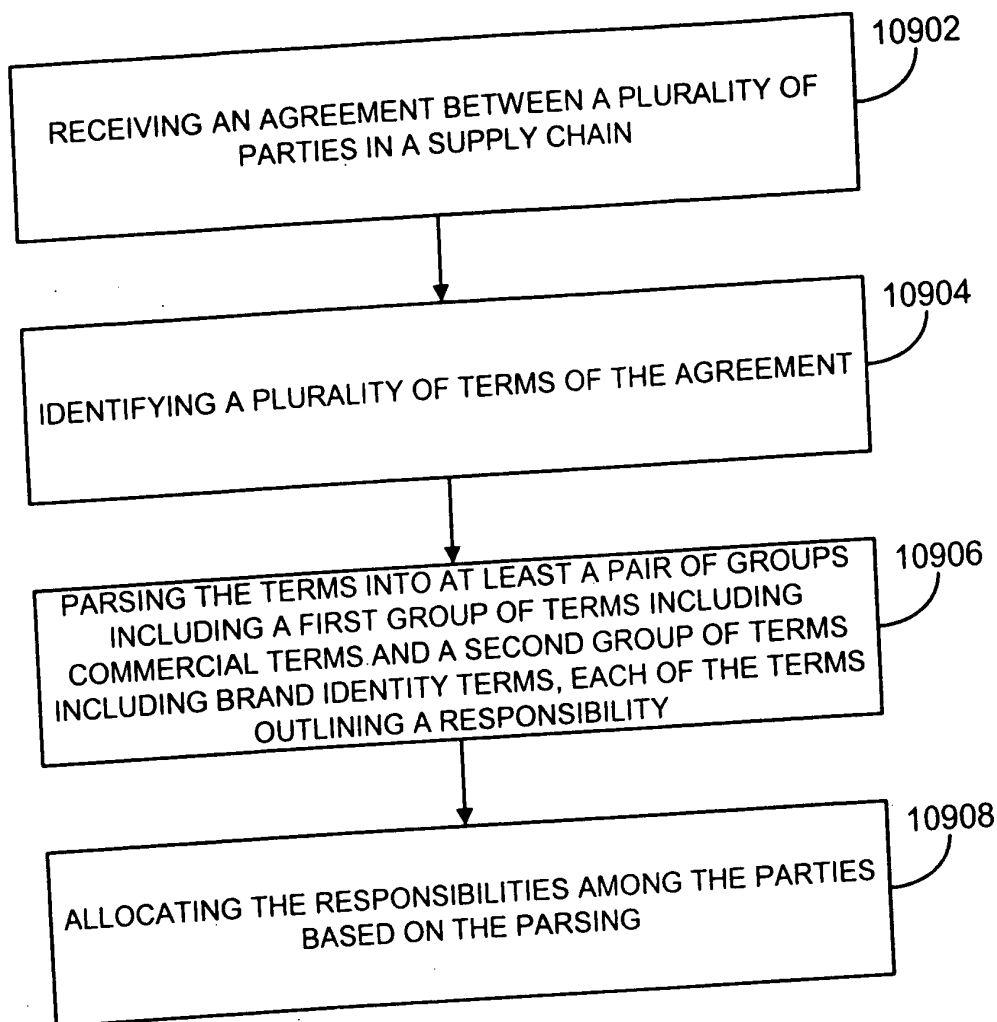


**FIG. 107**



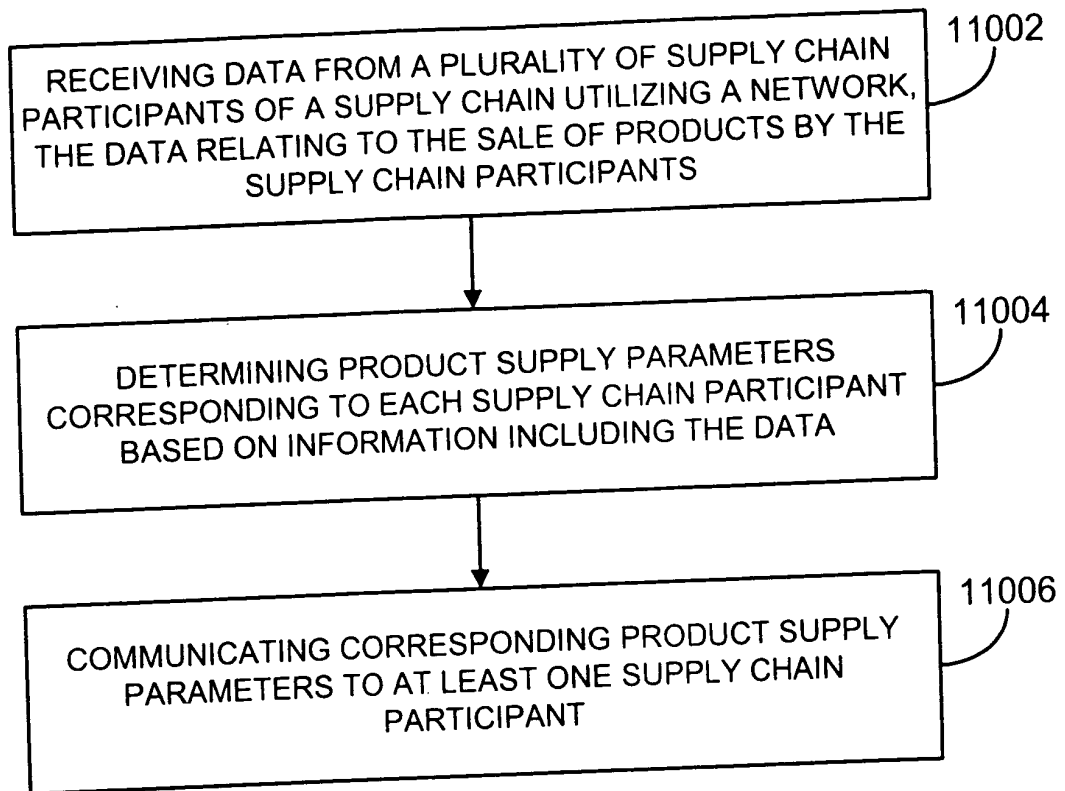
**FIG. 108**

10900



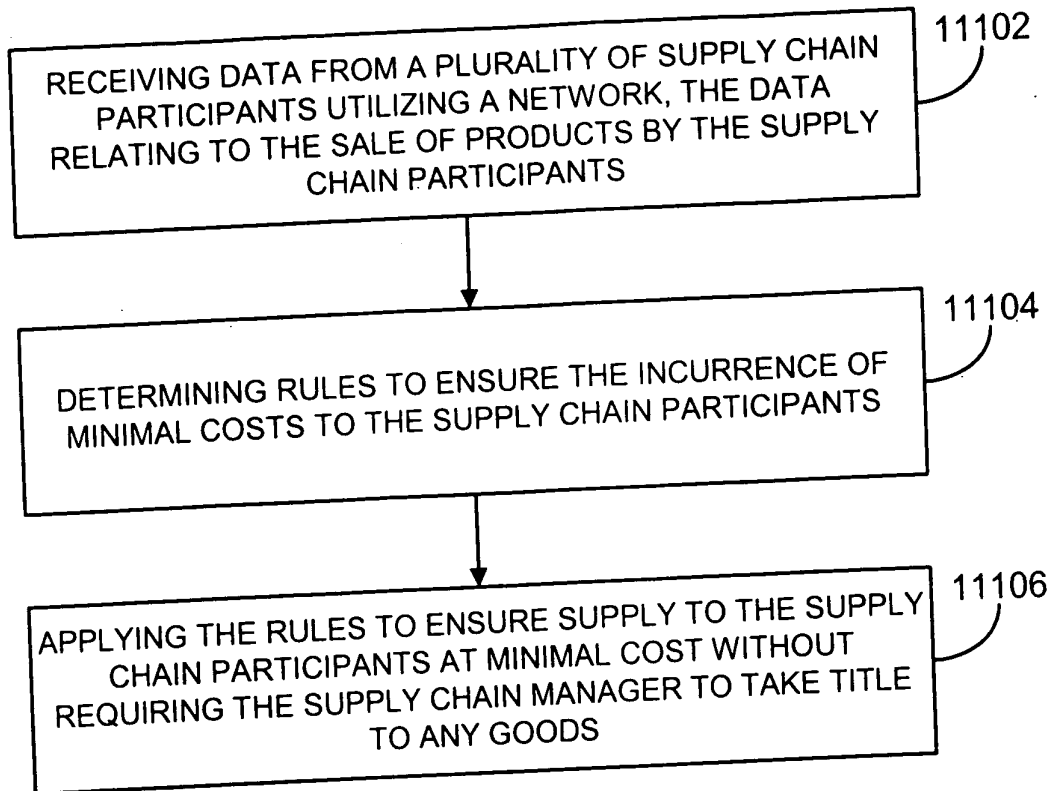
**FIG. 109**

11000



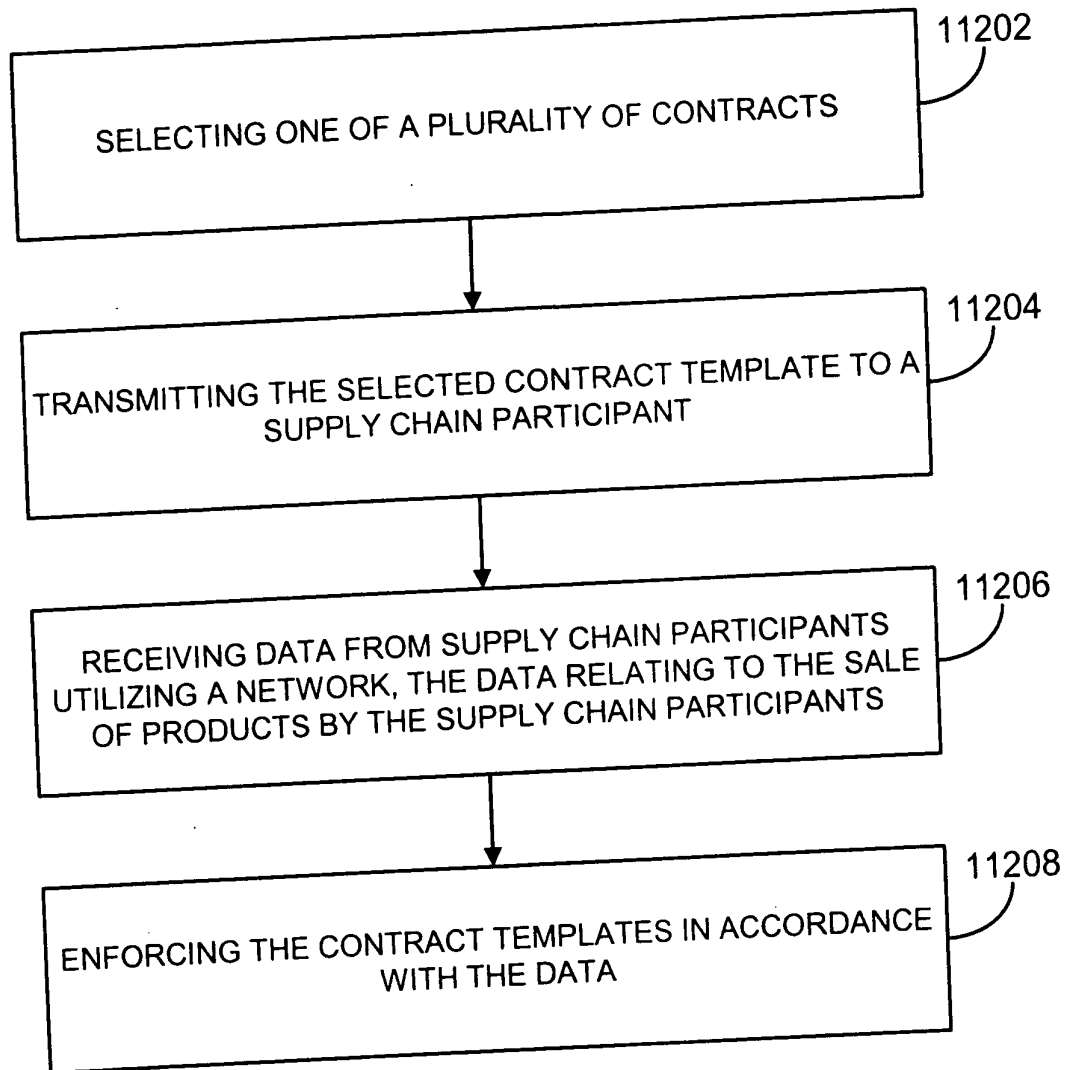
**FIG. 110**

11100



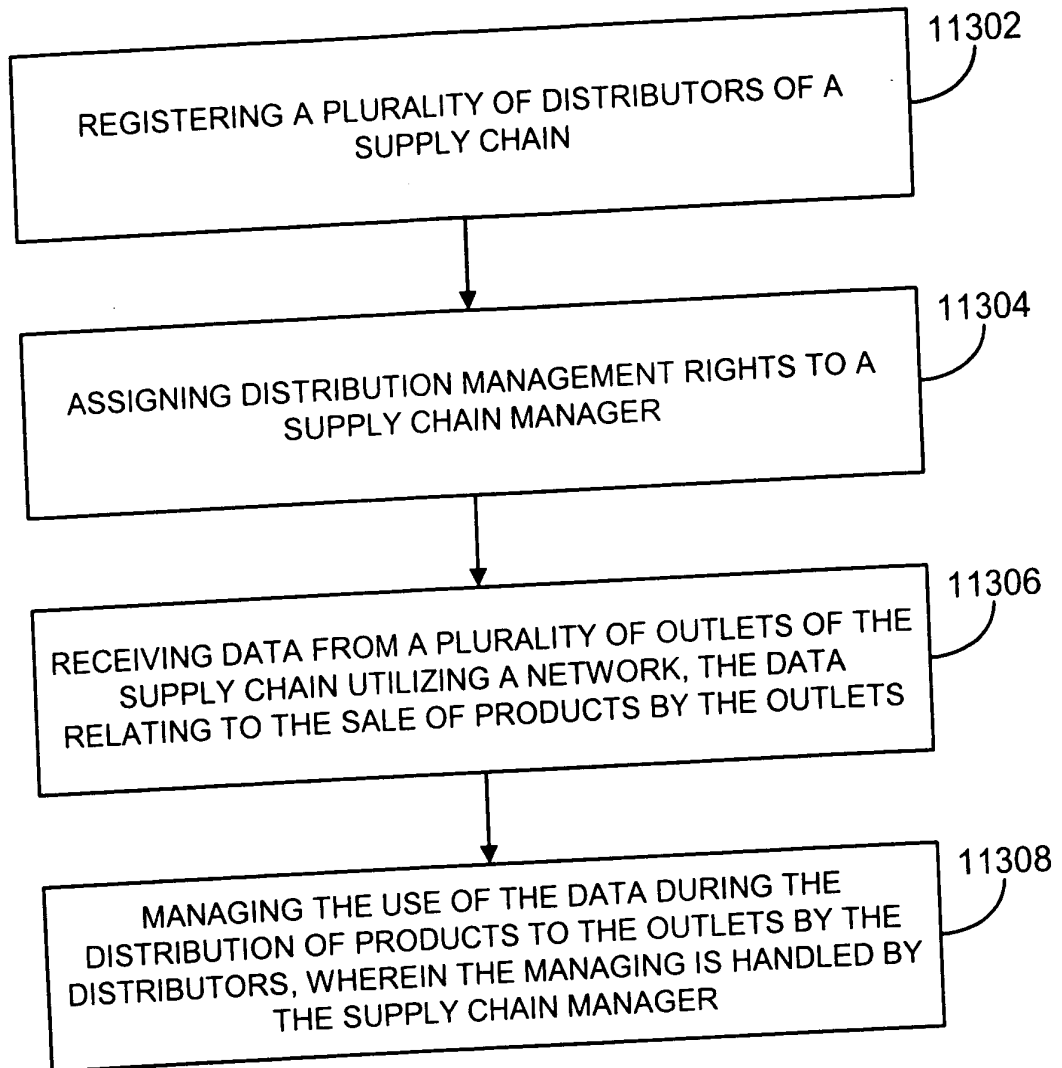
**FIG. 111**

11200



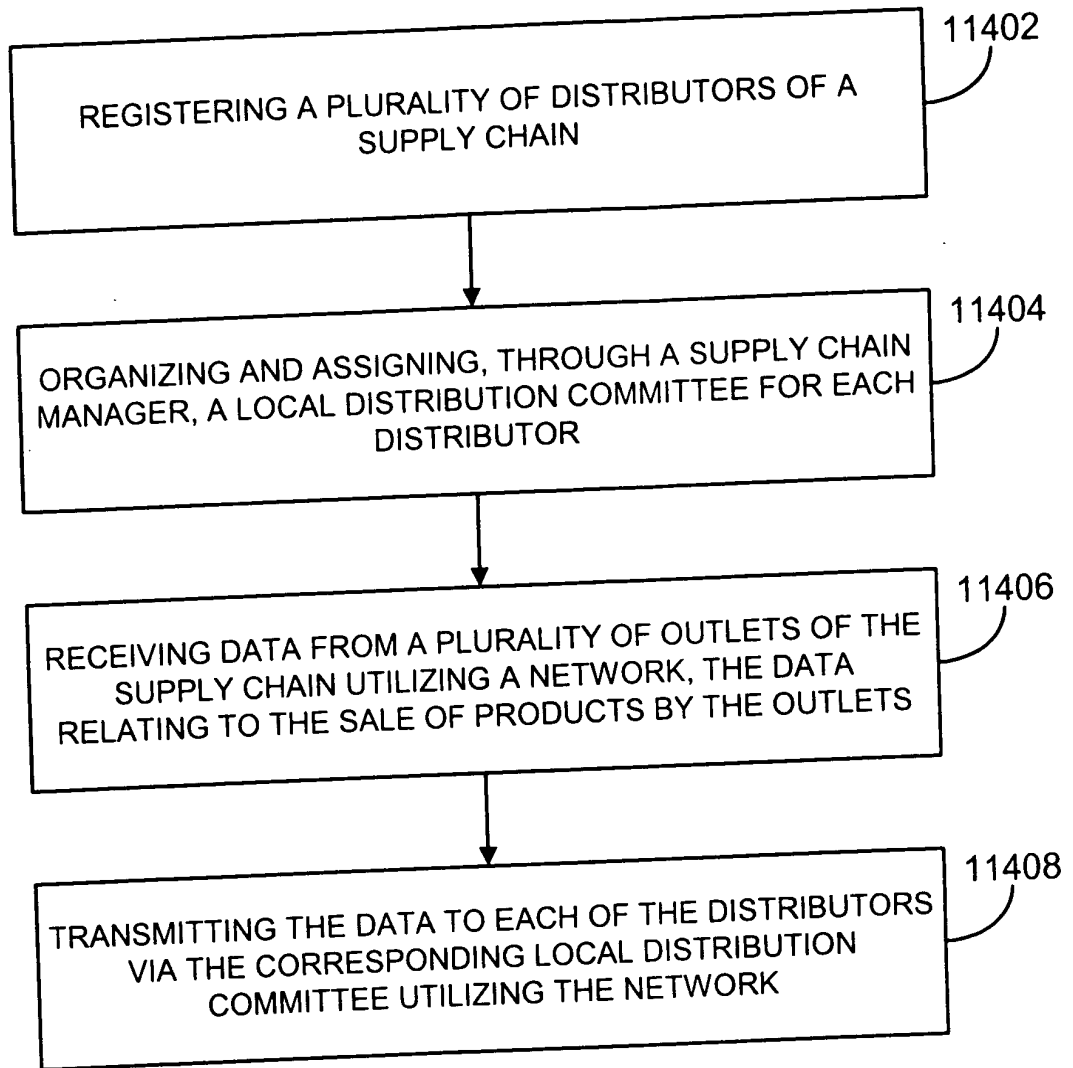
**FIG. 112**

11300



**FIG. 113**

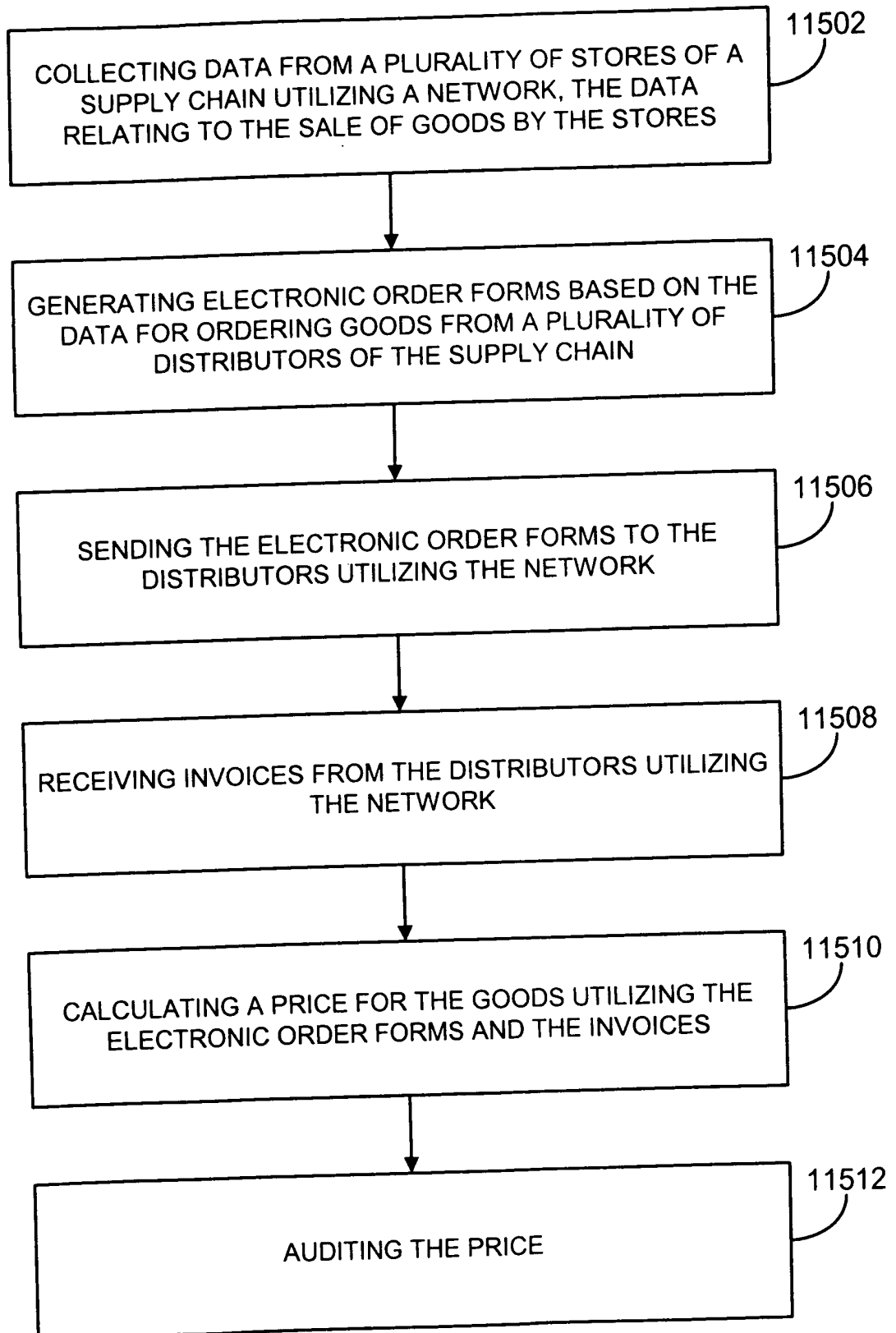
11400



**FIG. 114**

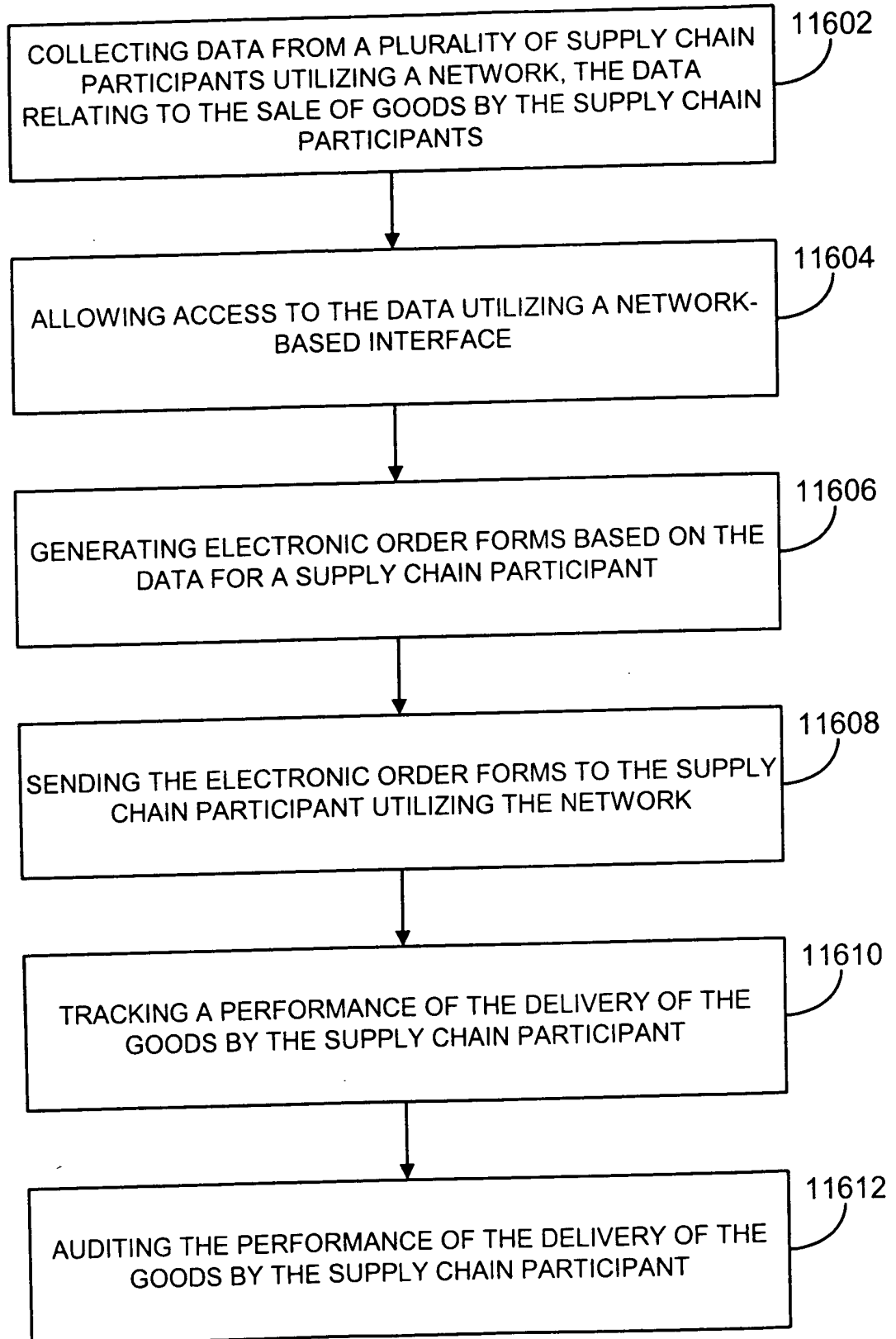


11500



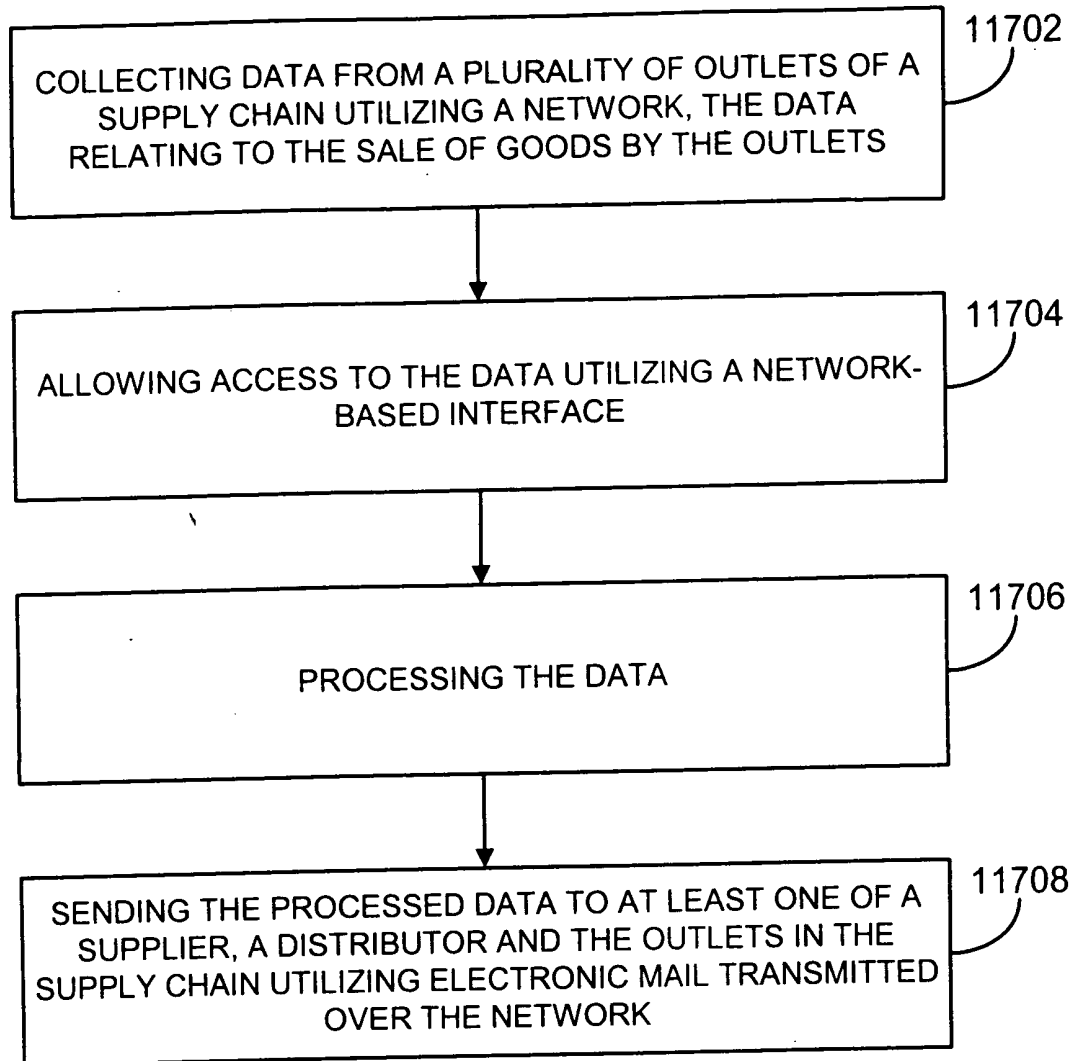
**FIG. 115**

11600



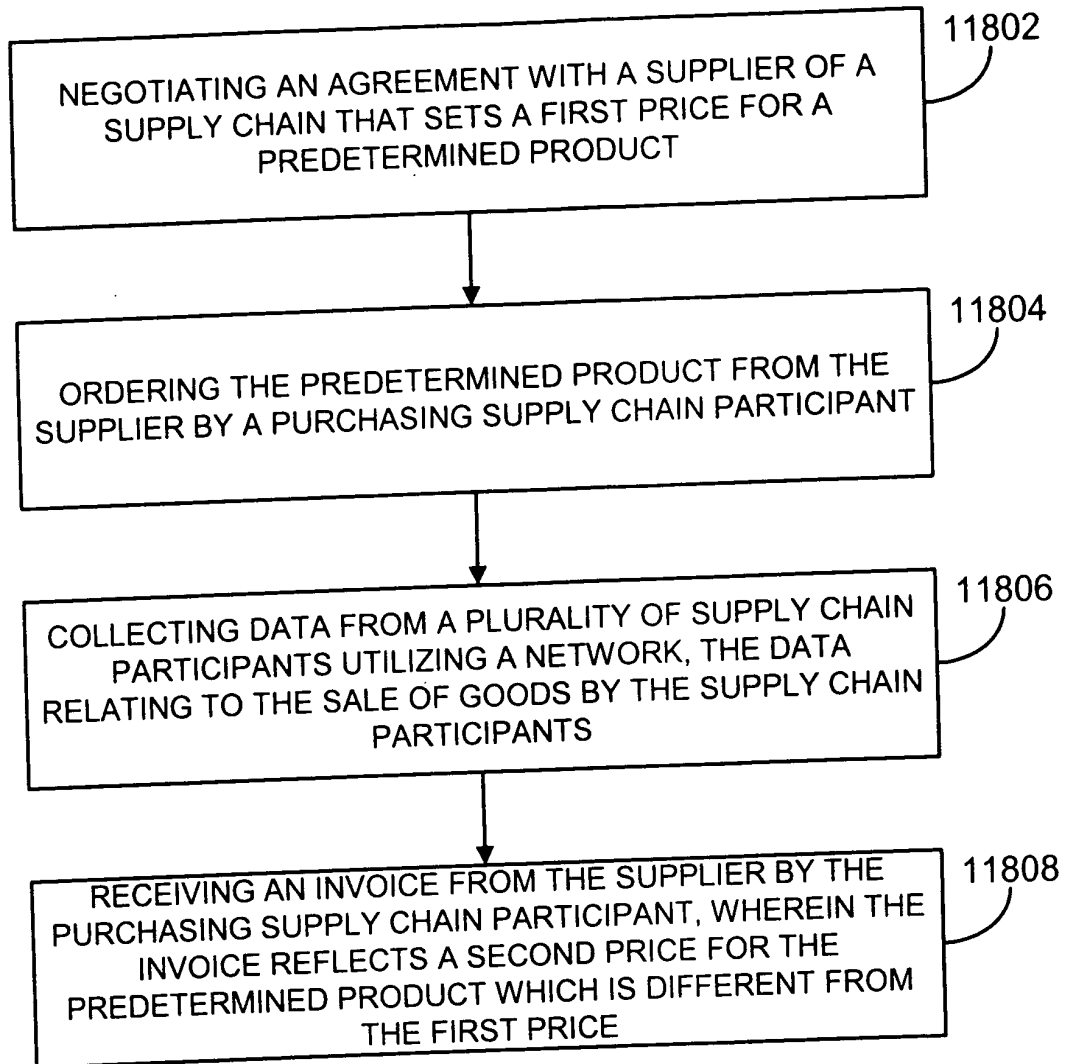
**FIG. 116**

11700



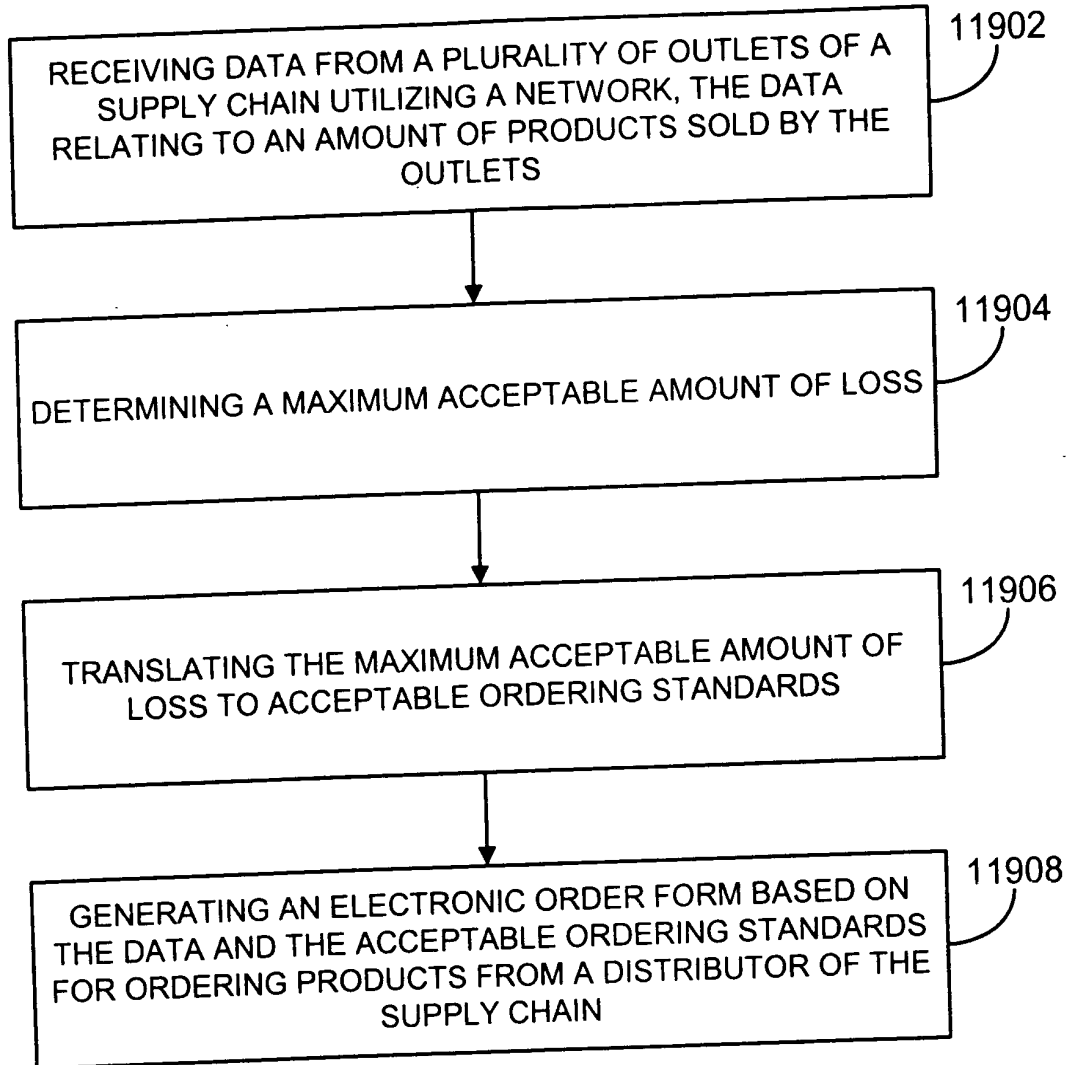
**FIG. 117**

11800



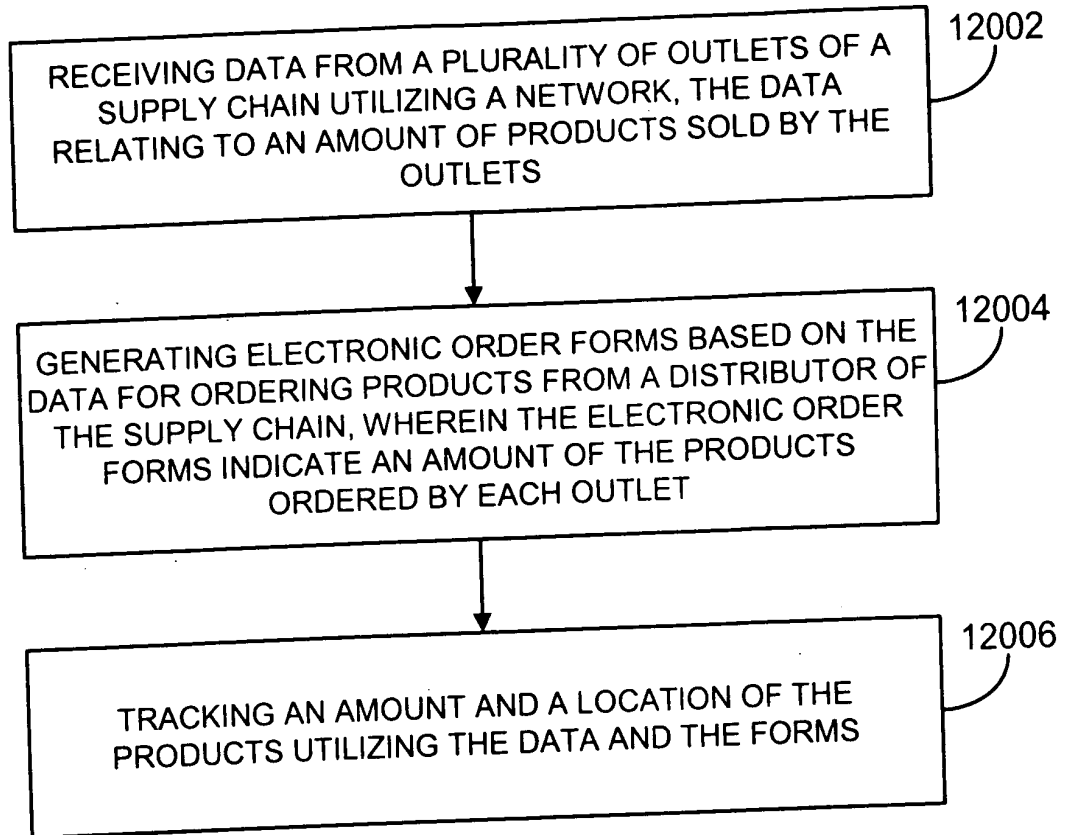
**FIG. 118**

11900



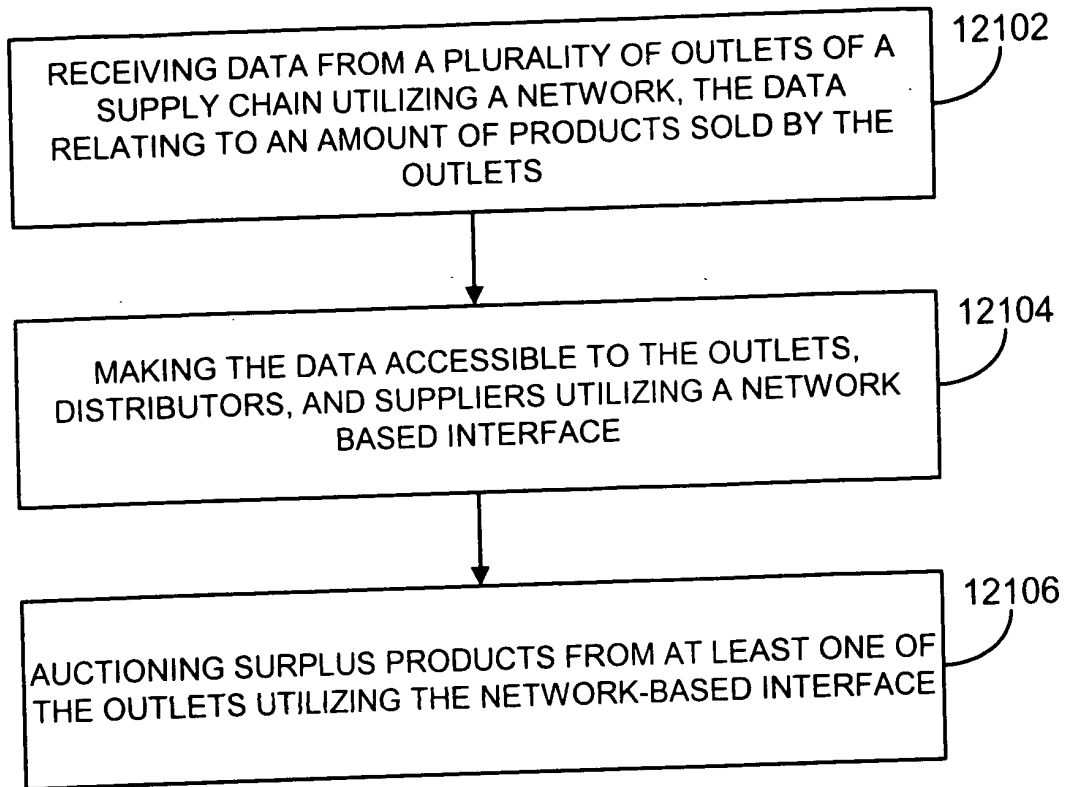
**FIG. 119**

12000



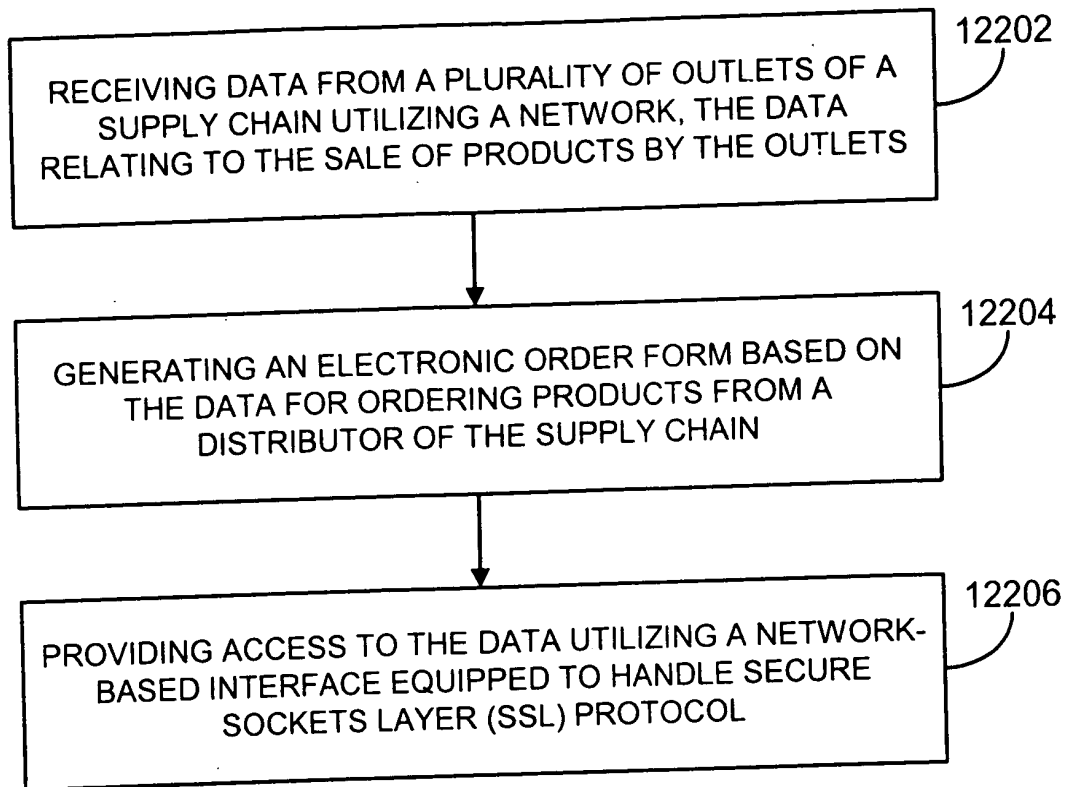
**FIG. 120**

12100



**FIG. 121**

12200

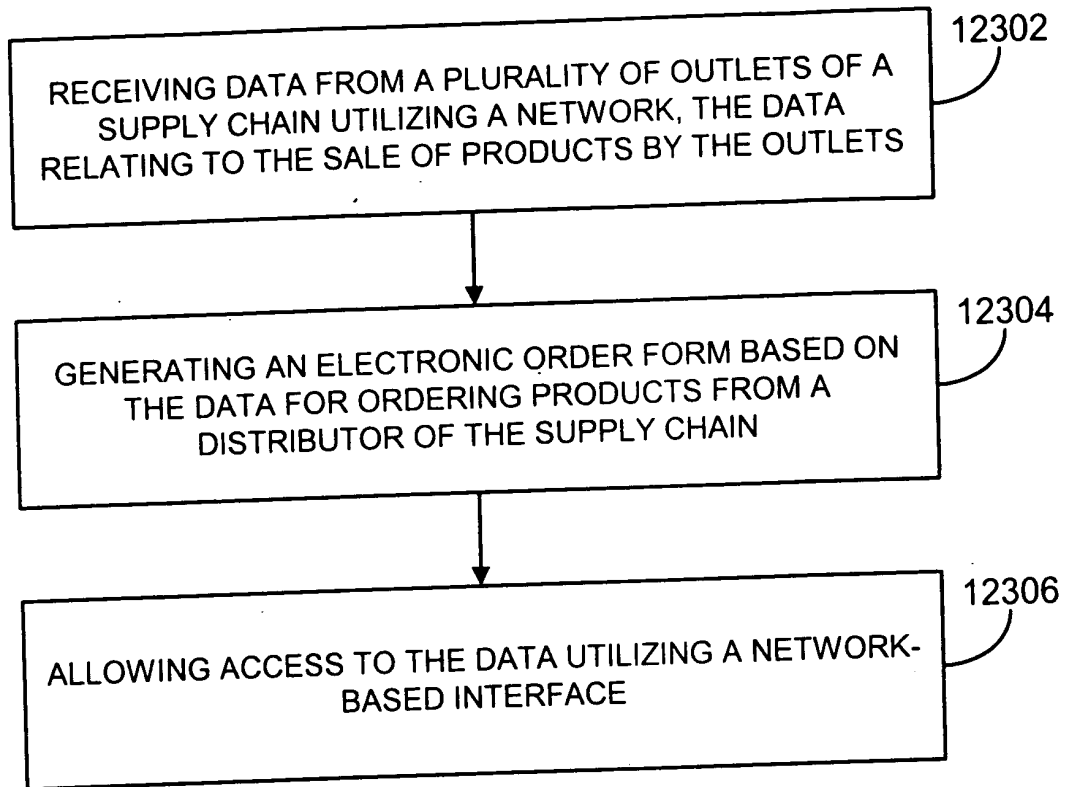


**FIG. 122**

1030203137660

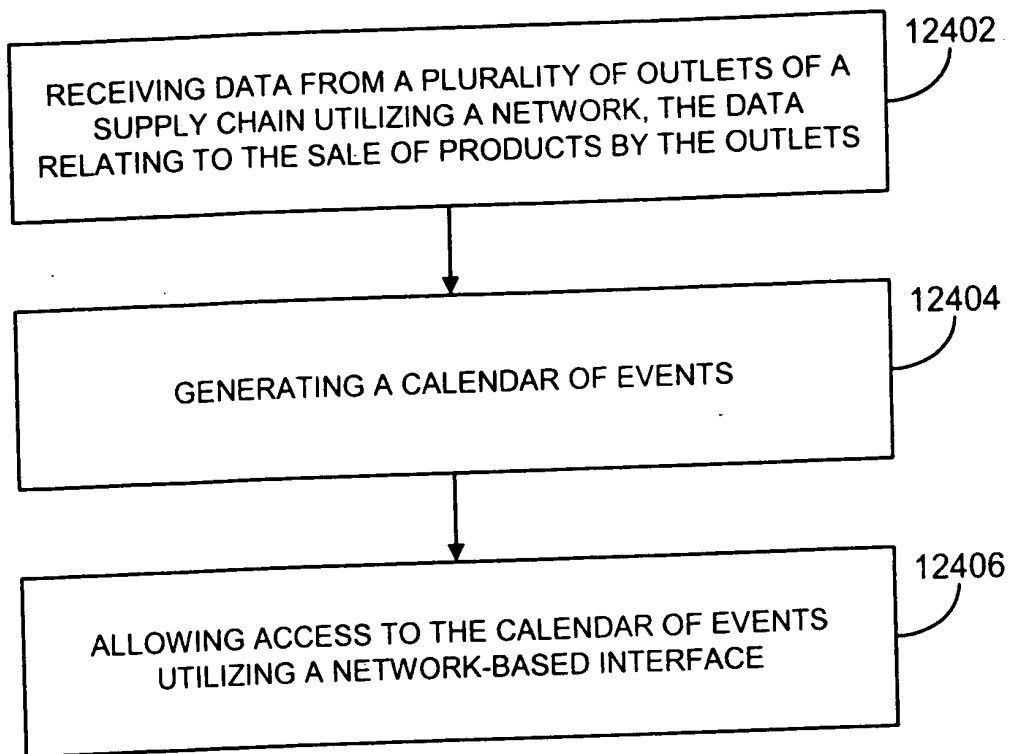


12300



**FIG. 123**

12400



**FIG. 124**

12500

12502

FIG. 125

12600

12602

FIG. 126

12700

12702

FIG. 127

FIG. 128

12800



**Landed Cost by Distribution Center**

Item	Inv FOB	Freight	Landed	Routing
Bag - Medium	4.85	0.23	5.08	TL
Bag - Large	6.7	0.23	6.93	TL
Biscuits - Frozen	12.33	1.15	13.48	TL
Brush - Pot, Long Handle	40.2	2.02	42.22	TL
Brush - Pot, Short Handle	24	1.39	25.39	TL
Carton - Breakfast	16.59	1.1	17.69	RDC
Carton - Large Fry	29.91	0.81	30.72	RDC
Carton - Medium Fry	18.92	0.73	19.65	TLMIN

**FIG. 128**

12900



FIG. 129

13000


<b>Supplier Item Desc:</b>		<b>Item No:</b>	
<b>Current:</b>	<input checked="" type="radio"/> Yes <input type="radio"/> No	<b>Tie Qty:</b>	
<b>Items per Case:</b>	5000	<b>High Qty:</b>	
<b>Innerpack Contents:</b>	5/1000	<b>Cases Per Pallet:</b>	
<b>Item Size:</b>		<b>Stacking Allowed:</b>	
<b>Case Length:</b>		<b>Universal Product Code:</b>	
<b>Case Width:</b>		<b>Cases Per Truckload:</b>	1350
<b>Case Depth:</b>		<b>Net Weight:</b>	39.00
<b>Case Dimension U/M:</b>	NCH(S)	<b>Gross Weight:</b>	39.00
<b>Item Cube:</b>	0.95 CUBIC FEET	<b>Weight U/M:</b>	POUND(S)
<b>Item Shelf Life:</b>		<b>Bar Code:</b>	

White Boxes Are Copied Across Suppliers / Grey Boxes Are Only Copied Within Same Supplier

FIG. 130

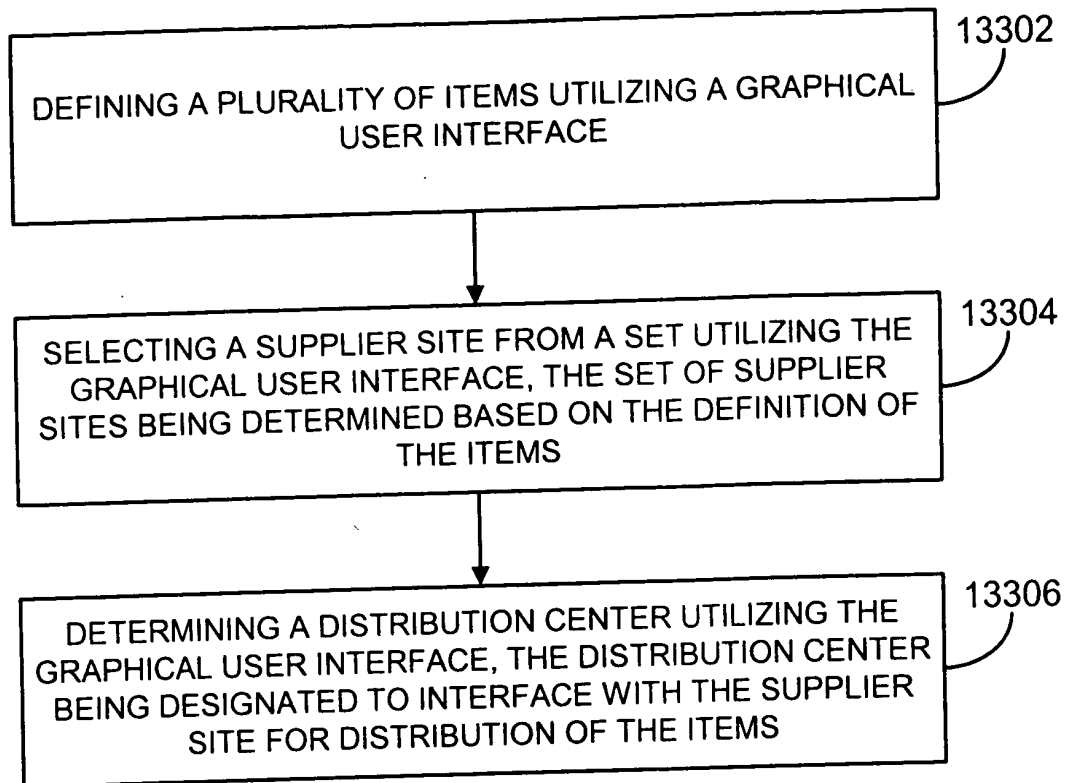
**Site Information**      **Site Id:** 17355      **Site Role:** FOB Shipping Point  
**Site Name:** TYSON FOODS - NEW HOLLAND, PA

**FIG. 131**

<b>Site Information</b>		<b>Site Id:</b> 16	<b>FOB Shipping Point</b>
<b>Name:</b>	AMERISERVE-FARMINGDALE, NY		<b>Railroad Name:</b>
<b>Status:</b>	Active		<b>Rail Sidings:</b>

**FIG. 132**

13300



**FIG. 133**

13400

Item:	WRAP-BACON DOUBLE CHEESEBURGER DELUXE	Begin:	7/1/96	End:	9/1/96	Final:	<input type="checkbox"/>
Override Rules:	<input type="radio"/> Yes <input checked="" type="radio"/> No	Apply By:	Cell				

FIG. 134

13500

DC	Supplier FOB Point
AMERISERVE-DENVER, CO	TYSON FOODS - GREEN FOREST, AR
AMERISERVE-DOUGLASVILLE, GA	TYSON FOODS - ALBERTVILLE, AL
AMERISERVE-FARMINGDALE, NY	TYSON FOODS - NEW HOLLAND, PA

FIG. 135

13600

Con FOB	Inv FOB	Freight	Landed
34.3200	34.3900	0.8400	35.2300
34.3200	34.3900	0.2900	34.6800

FIG. 136

13700

Contr	LB	Trk	Routing
96	83,600	2.0	TL
96	215,040	5.1	TL

FIG. 137



13800

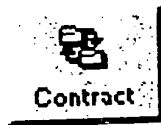


FIG. 138

13900

Min Ordr	UM	Slip	Deliv.
1	TRUCKLOAD(S)	Pallet	
1	TRUCKLOAD(S)	Pallet	

FIG. 139

14000

Carrier	Stated Vol
Truck	83,600
Truck	215,040

FIG. 140

14200



FIG. 142

14100

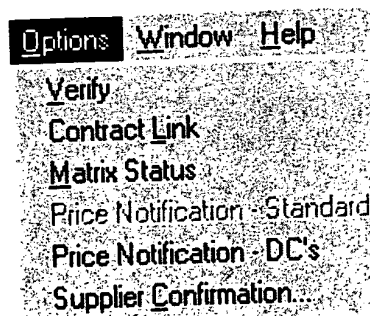


FIG. 141

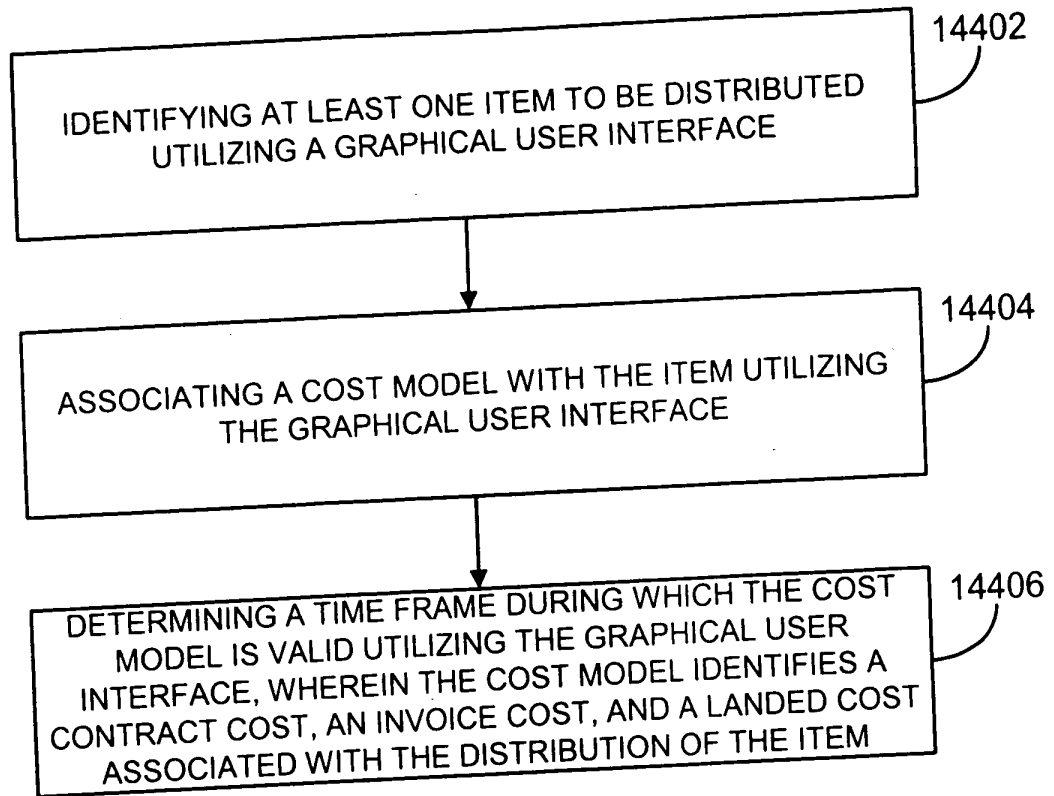
14300

Cost	Edit / View	F3
Commodities	New (using previous matrix)	F4
	New (build matrix)	F5
Vendor Rating		
Contact Management	Multi Item Price Notification ...	

FIG. 143

FIG. 138

14400



**FIG. 144**

14500



FIG. 145

14600

Contract ID: 673 - TYSON FOODS  
Initial Buyer Name: Jamie Hersh  
Current Buyer Name: Chris Steinton

FIG. 146

14700

Contract Start Date: 05/15/98  
Contract End Date: 12/31/02  
Execution Date: 5/15/98  
Effective: Shipment Date  
Payment Terms: Net 10

FIG. 147

14800



FIG. 148

14900



FIG. 149

15000



FIG. 150

15100

Select the End Dates to Use on the Exhibit

Item Description	Cost Matrix End Date	Contract End Date	No End Date
BEEF - 77%	<input checked="" type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date
BEEF-WHOPPER 4.0 OZ	<input checked="" type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date
BEEF-WHOPPER JR. 2.8 OZ	<input checked="" type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date

FIG. 151

15200

Options Window Help

New Items...

Delete Item...

Exhibit A

Exhibits B

Exhibits C

Replacement Exhibit B

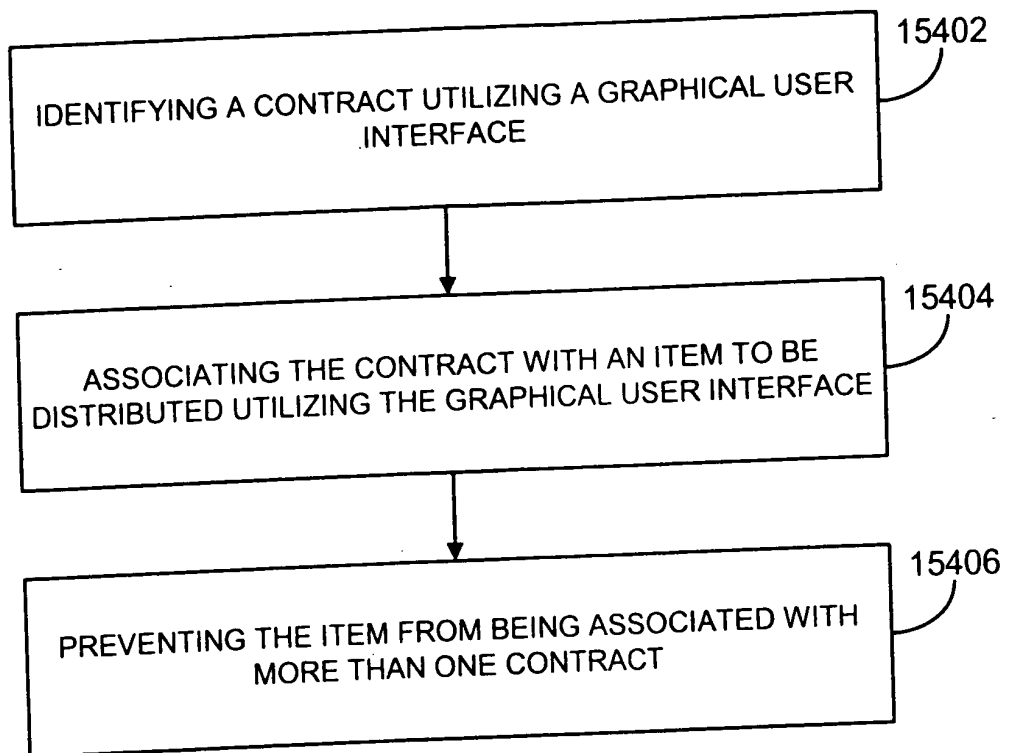
FIG. 152

15300

Exhibit C

FIG. 153

15400



**FIG. 154**

FIG. 155

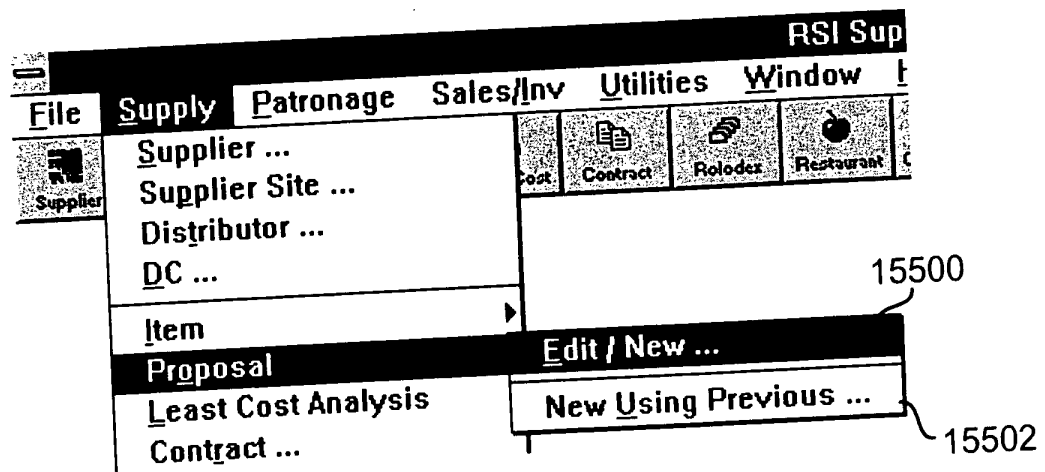


FIG. 155

Proposal - Foam Hot Cups & Polystyrene Lids		
Main Info	Items	Suppliers
<div> <div>DCs</div> <div>FOB Price</div> <div>DC/Rest</div> <div>Usage</div> <div>Templates</div> <div>View Bid</div> </div>		
<div> <div>Proposal Information</div> <div> <div>Proposal ID: 1021</div> <div>Proposal Name: Foam Hot Cups &amp; Polystyrene Lids</div> <div>Buyer Name: Dennis Clabby</div> </div> <div> <div>Proposal Due Date: 06/12/97</div> <div>Contract Begin Date: 07/01/97</div> <div>Contract End Date: 06/30/98</div> </div> </div>		
<div> <div>Actions</div> <div> <div>#</div> <div>Date</div> <div>Action Description</div> </div> <div> <div>1</div> <div>05/28/97</div> <div>Sent this bid to Dart and also sent a request for information to WinCup.</div> </div> </div>		

FIG. 156

Figure 1. Schematic representation of the experimental design. The figure is divided into two main sections: 'Pre-treatment' and 'Treatment'. The 'Pre-treatment' section shows a flowchart starting with 'Pre-treatment' leading to 'Baseline' (measuring 'Pre-treatment' and 'Baseline' scores). The 'Treatment' section shows a flowchart starting with 'Treatment' leading to 'Post-treatment' (measuring 'Post-treatment' and 'Post-treatment' scores). The flowchart also includes a 'Follow-up' section, which is a continuation of the 'Post-treatment' section, showing 'Follow-up' (measuring 'Follow-up' and 'Follow-up' scores). The flowchart is divided into two main sections: 'Pre-treatment' and 'Treatment'. The 'Pre-treatment' section shows a flowchart starting with 'Pre-treatment' leading to 'Baseline' (measuring 'Pre-treatment' and 'Baseline' scores). The 'Treatment' section shows a flowchart starting with 'Treatment' leading to 'Post-treatment' (measuring 'Post-treatment' and 'Post-treatment' scores). The flowchart also includes a 'Follow-up' section, which is a continuation of the 'Post-treatment' section, showing 'Follow-up' (measuring 'Follow-up' and 'Follow-up' scores).

15700



FIG. 157

15800

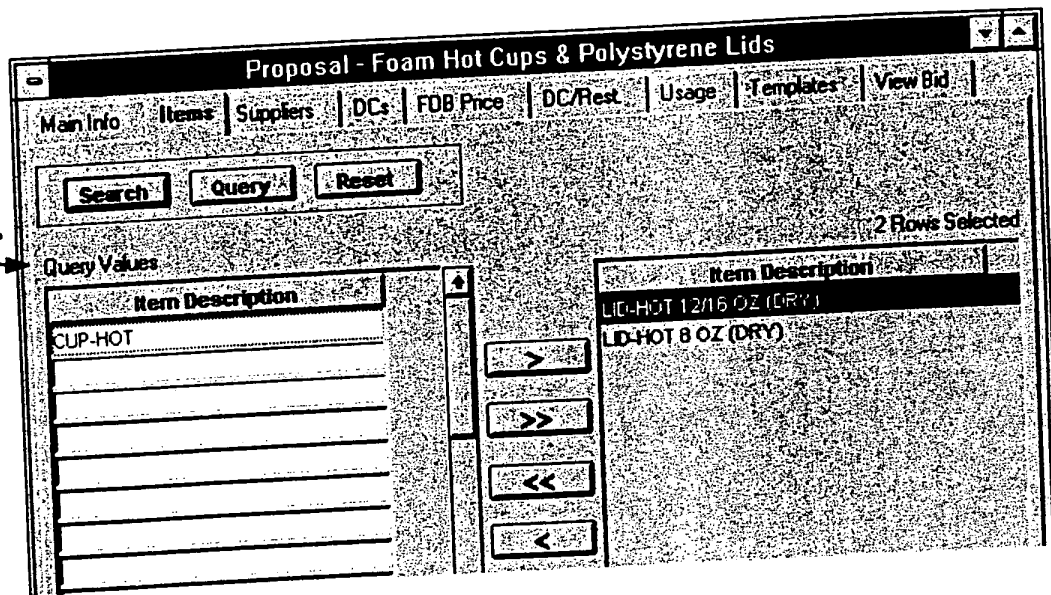


FIG. 158



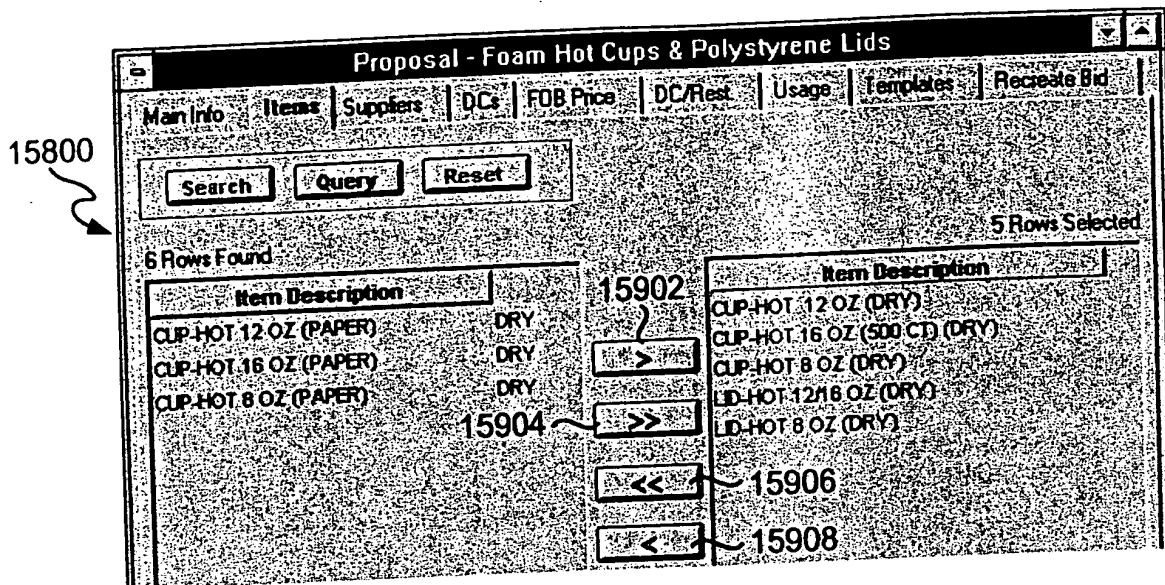


FIG. 159

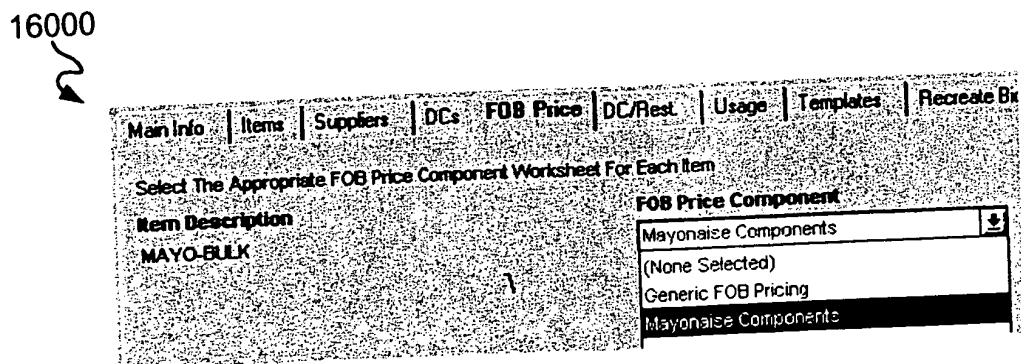
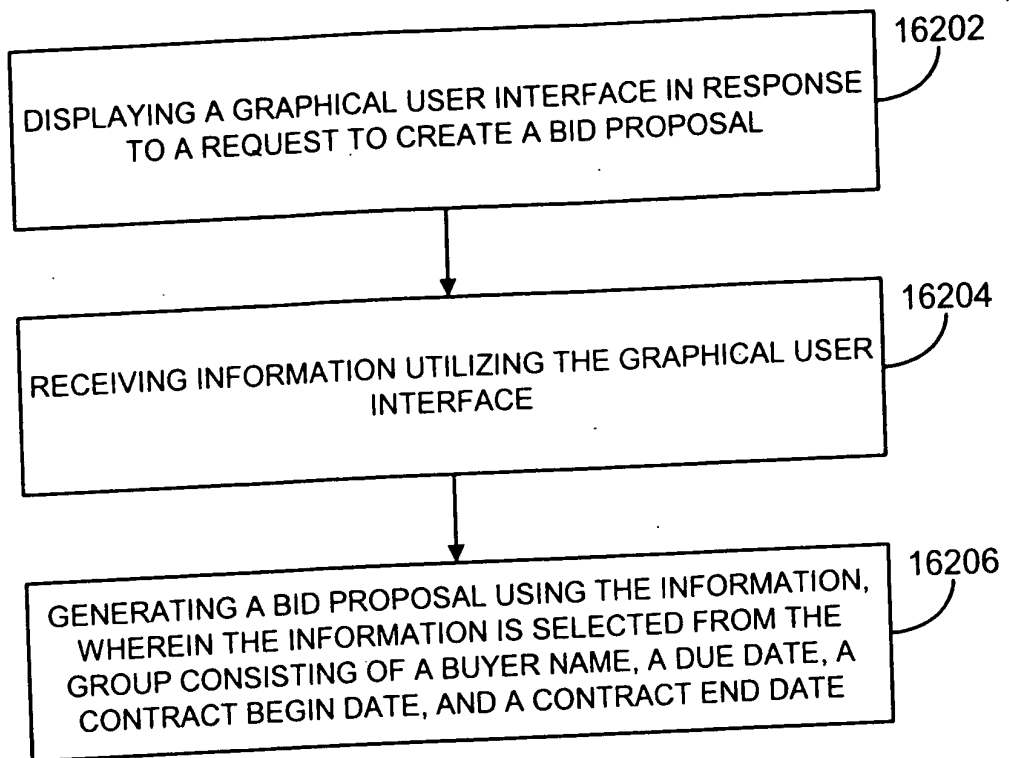


FIG. 160



Figure 1. Schematic representation of the experimental design. The first part of the study was a pretest in which the effect of the number of items on the recognition of the faces was tested. The second part of the study was a main experiment in which the effect of the number of items on the recognition of the faces was tested. The third part of the study was a posttest in which the effect of the number of items on the recognition of the faces was tested.

16200



**FIG. 162**

FIG. 163

16300



FIG. 163

16400

	Supply	MS	Editable
		Word	Y/N
Bid Proposal Cover Letter	?		Y
General Terms and Conditions	?		N
Usage Estimates	?		N
Supplier Facility Worksheets	?		N
Item Information Worksheets	?		N
Sample Supply Agreement	?		N
BK Specification Request	?		N
FOB Price Component	?		N
Truckload Freight Worksheet	?		N
LTL Freight Worksheet	?		N

FIG. 164

16500

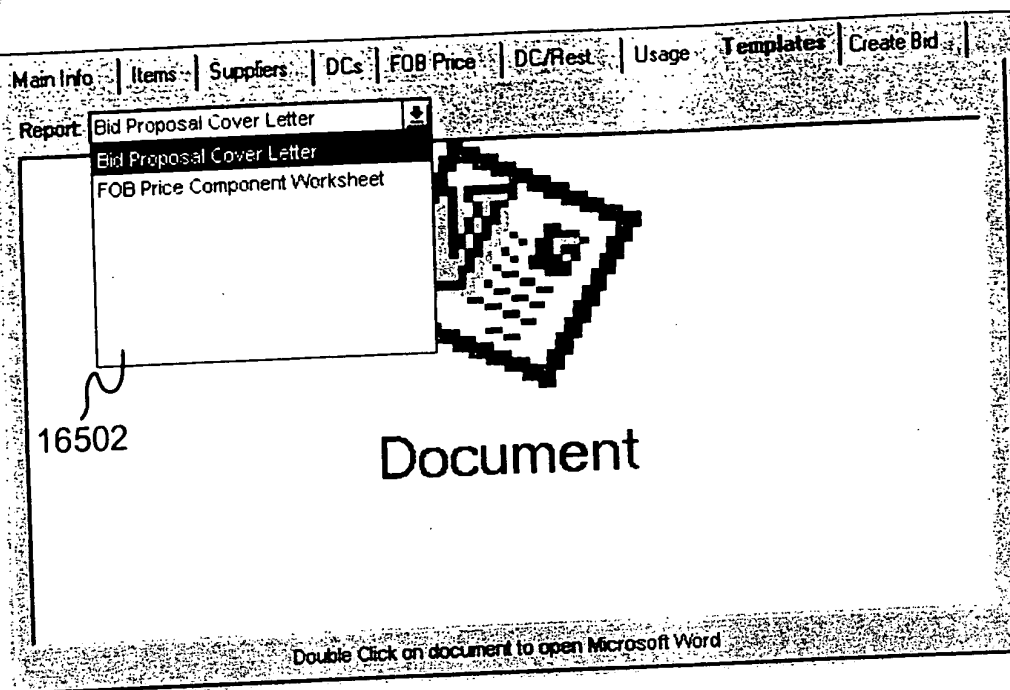


FIG. 165

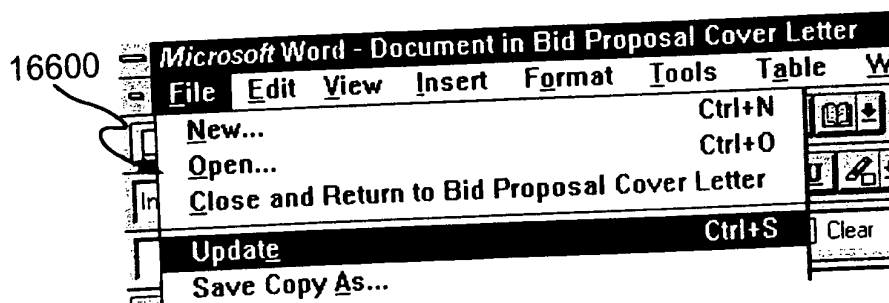


FIG. 166

16700

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | Create Bid

Bid Proposal Sent ☐

Bid Proposal Will Include Checked Documents

General	Cost
Bid Proposal Cover Letter <input checked="" type="checkbox"/>	FOB Price Component Worksheet <input checked="" type="checkbox"/>
General Terms & Conditions <input checked="" type="checkbox"/>	Truckload Freight Worksheet <input checked="" type="checkbox"/>
Usage Estimates <input checked="" type="checkbox"/>	LTL Freight Worksheet <input checked="" type="checkbox"/>
Supplier Facility Worksheet <input checked="" type="checkbox"/>	
Item Information Worksheet <input checked="" type="checkbox"/>	Blank Sheets
Sample Supply Agreement <input checked="" type="checkbox"/>	Supplier Facility Worksheet <input checked="" type="checkbox"/>
BK Specification Request <input checked="" type="checkbox"/>	Item Information Worksheet <input checked="" type="checkbox"/>
	FOB Price Component Worksheet <input checked="" type="checkbox"/>
	Truckload Freight Worksheet <input checked="" type="checkbox"/>
	LTL Freight Worksheet <input checked="" type="checkbox"/>

\* LTL Freight Worksheet will be printed by system if necessary

FIG. 167

16800



FIG. 168

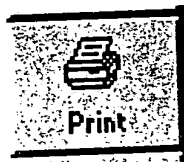
16900

Report: 7/2/97

Item Information Worksheet	Supplier: (all)
Bid Proposal Cover Letter	
FOB Price Component Worksheet	
General Terms & Conditions	
Item Information Worksheet	<b>Restaurant Services, Inc.</b>
LTL Freight Worksheet	ATTY
Sample Supply Agreement	
Supplier Facility Worksheet	DS

FIG. 169

17000



**FIG. 170**

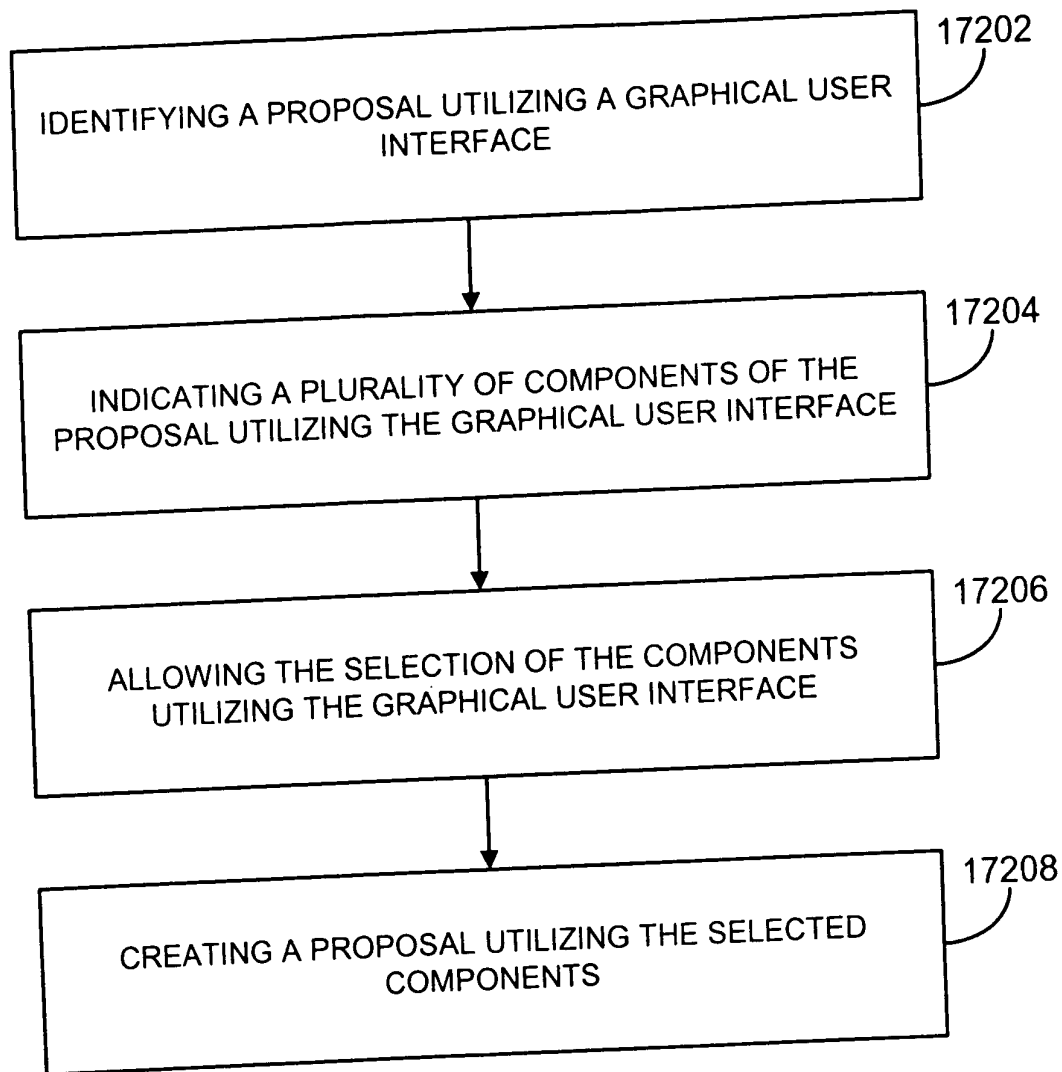
17100



**FIG. 171**

17000 17100 17200 17300 17400 17500 17600 17700 17800 17900 18000 18100 18200 18300 18400 18500 18600 18700 18800 18900 19000 19100 19200 19300 19400 19500 19600 19700 19800 19900 20000

17200



**FIG. 172**



17300

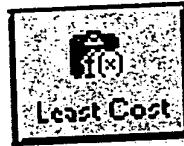


FIG. 173

17400

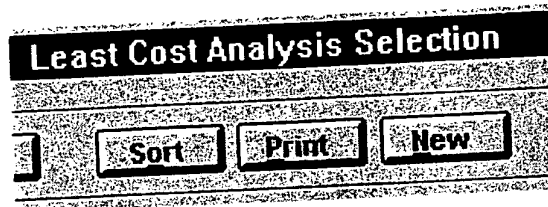


FIG. 174

17500

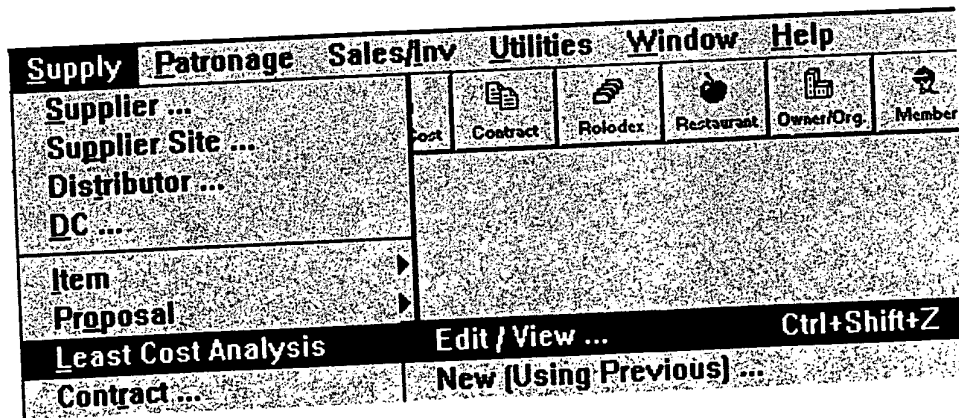
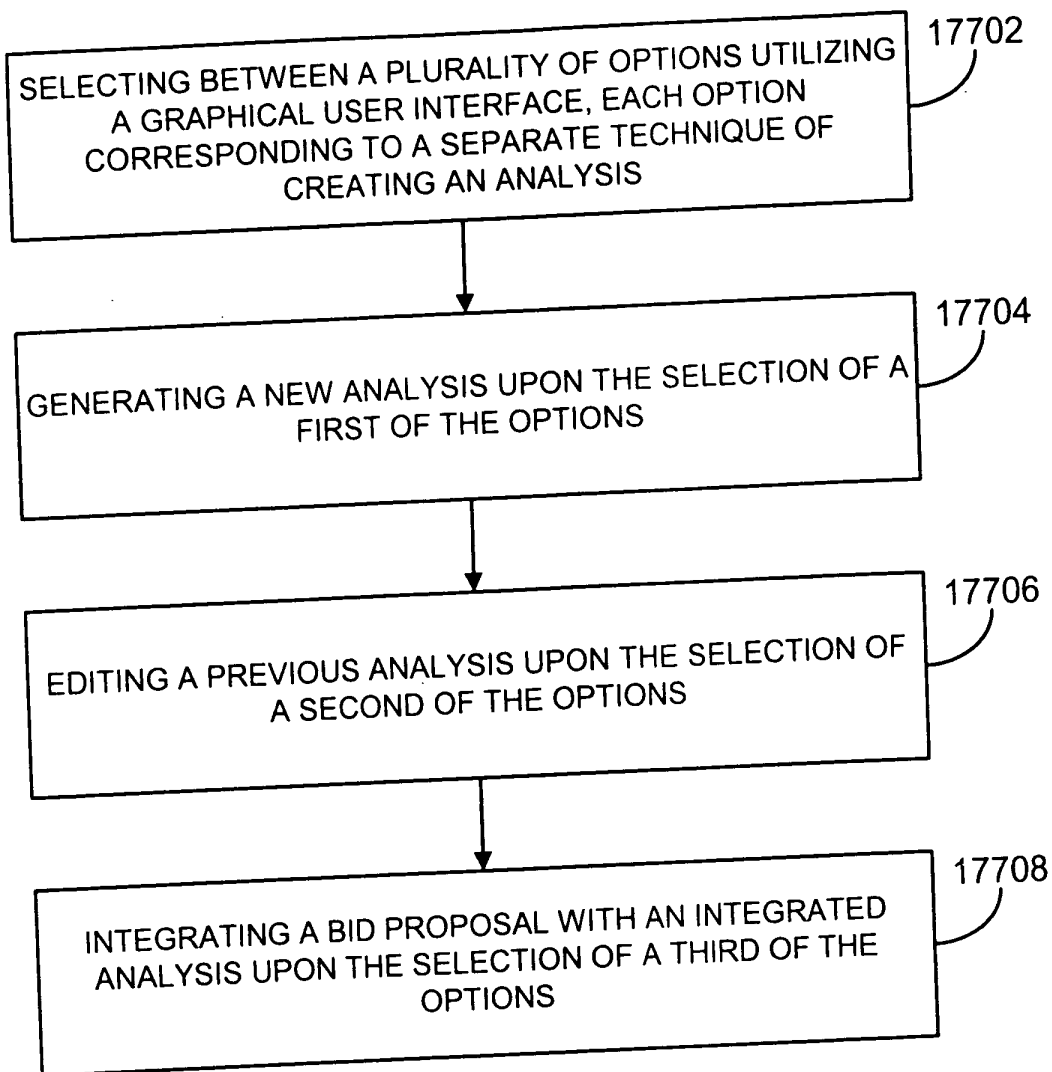


FIG. 175



17700



**FIG. 177**

17800

Analysis Name: Hash Brown Actual  
Analysis ID: 1036  
Buyer: Dennis Clabby  
Period of Agreement: 10/1/97 THRU 9/30/98  
Unit Of Measure: CASE(S)

FIG. 178

17900

Version (1) of (9) Base version  
What is the max # of FOB points to allocate to each DC ? One FOB  
What is pricing method for this version ? FOB + Freight  
What is the RSI Invoice FOB Upcharge (Downcharge) ? 0.0000  
Override RDC Truckload Validation ? No  
Solution Strategy: Standard Last Revision: 9/15/97 1:04 PM

FIG. 179

18000

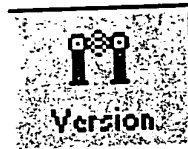


FIG. 180

18100

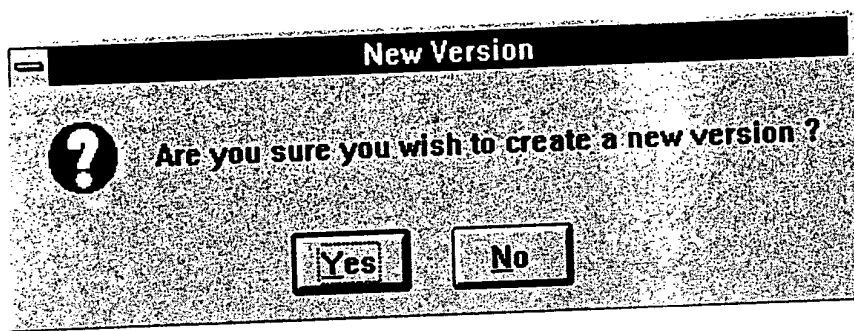
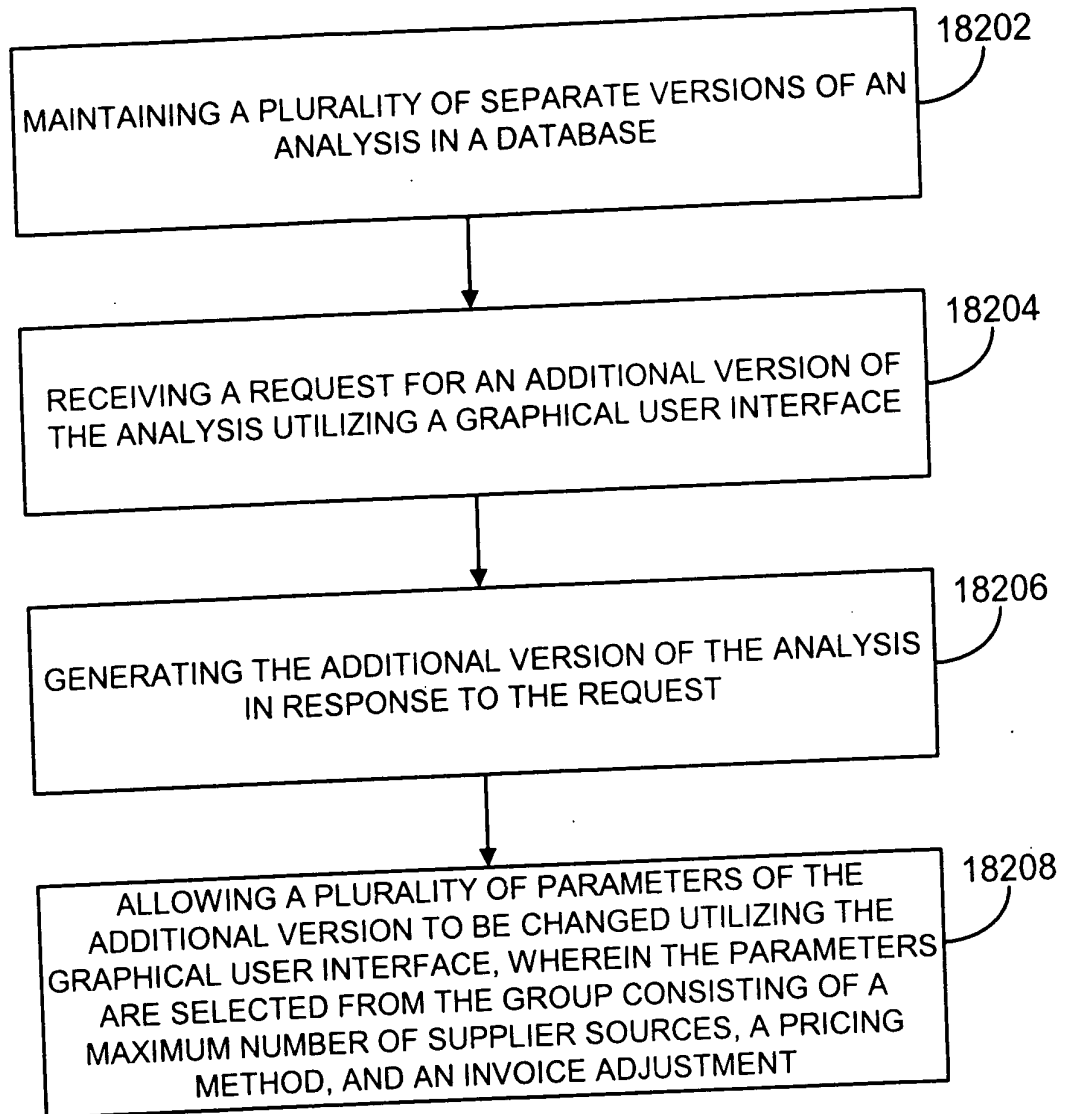


FIG. 181

FIG. 180

18200



**FIG. 182**

18300

Search Query Reset

Query Values

Supplier FOB
DOP

>

>>

7 Rows Selected

Supplier FOB
DOPACO-DOWNTOWN, PA
DOPACO-KINSTON, NC
DOPACO-ST. CHARLES, IL
DOPACO-STOCKTON, CA
IMPERIAL BONDWARE-SHELBYVILLE, IL

18302

FIG. 183

18400

Item Description	Conv. Factor
FRIES-COATED (FRZN)	36

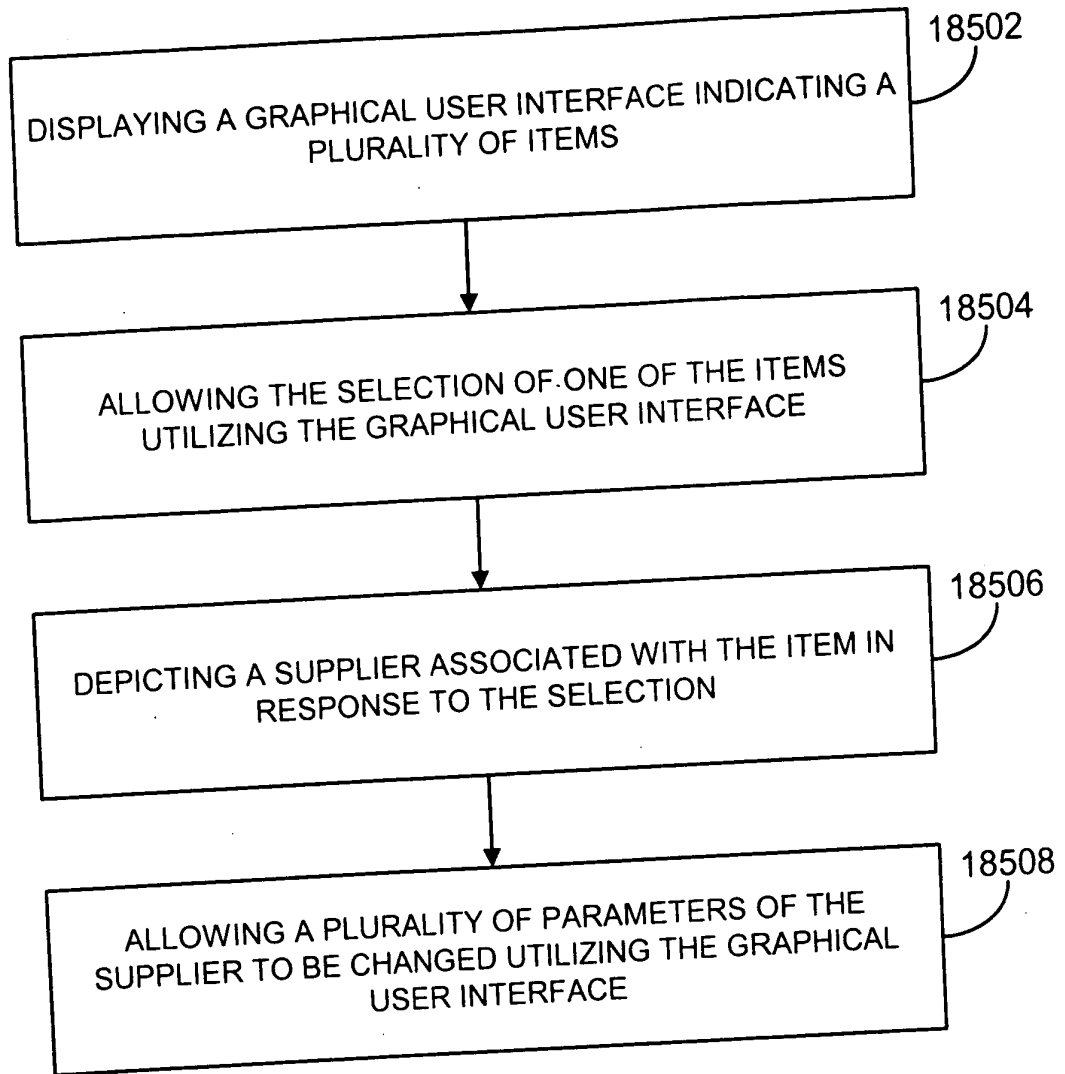
18402

FIG. 184

FIG. 184



18500



**FIG. 185**

18600

Item Description	Supplier FOB
CUP-COLD 16 OZ	DOPACO-DOWNTOWN, PA
CUP-COLD 22 OZ	DOPACO-DOWNTOWN, PA
CUP-COLD 32 OZ	DOPACO-DOWNTOWN, PA

Supplier Item Desc:	16 OZ COLD CUP	Item No:	CP2942
Items per Case:		Tie Qty:	5
Innerpack Contents:	1200	High Qty:	5
Item Size:		Cases Per Pallet:	25
Item Shelf Life:		Stacking Allowed:	<input checked="" type="radio"/> Yes <input type="radio"/> No
Case Length:	22.125	Mandatory Case Cube:	3.43 CUBIC FEET
Case Width:	15.125	Cases Per Truckload:	769
Case Depth:	17.75	Gross Weight:	29.28 POUND(S)
Case U/M INCH(S)		Net Weight:	27.28 POUND(S)

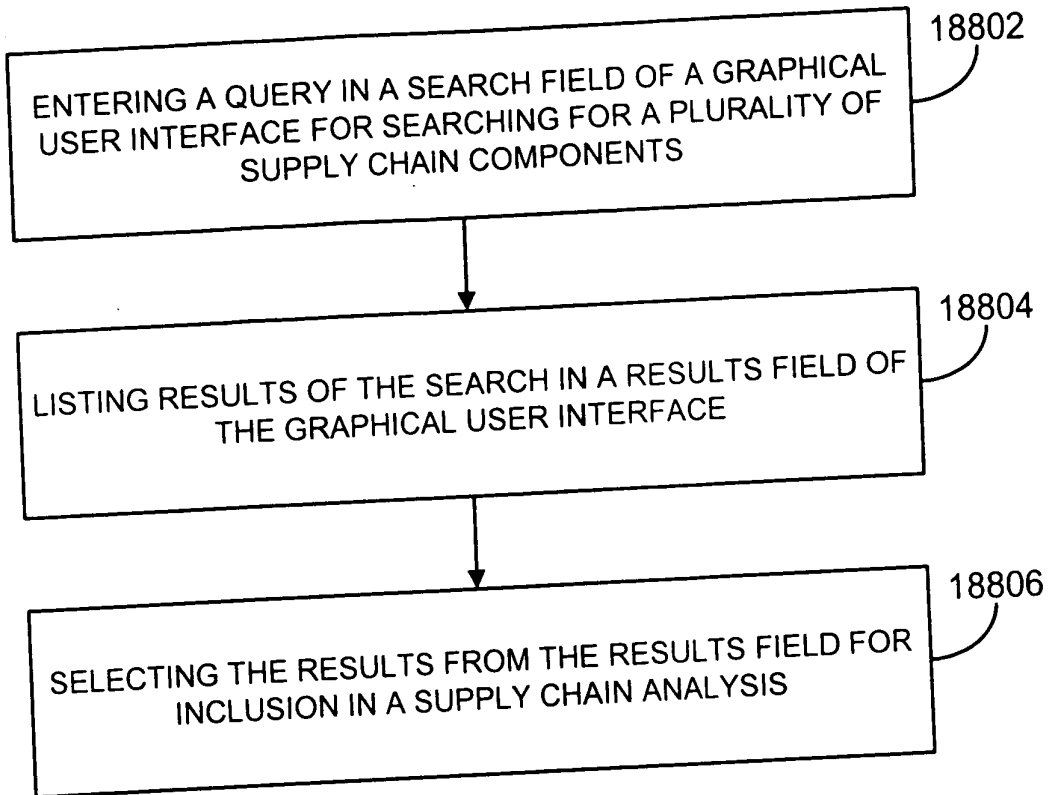
FIG. 186

18700



FIG. 187

18800



**FIG. 188**

18900

Supplier	Terms	SLP/PLT	Minimum	Maximum	Include
CAVENDISH FARMS		↓ Pallet ↓			<input checked="" type="radio"/> Yes <input type="radio"/> No
J.R. SIMPLOT COMPANY		↓ Pallet ↓			<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC.		↓ Pallet ↓	200,000,000		<input checked="" type="radio"/> Yes <input type="radio"/> No
Supplier FOB			Minimum	Maximum	Include
LAMB-WESTON, INC. - PASCO, WA			90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC. - RICHLAND, WA				0 55,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC. - AMERICAN FALLS, ID			90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No

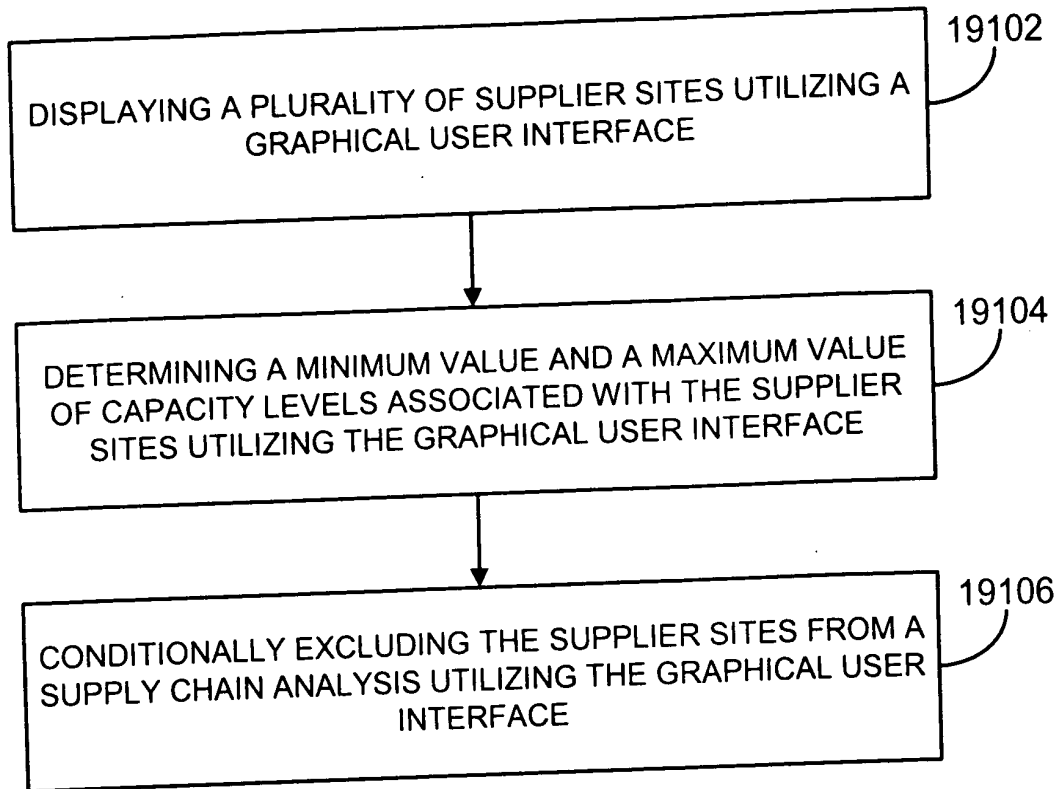
FIG. 189

19000

Supplier	Terms	SLP/PLT	Minimum	Maximum	Include
MCCAIN FOODS		↓ Pallet ↓			<input checked="" type="radio"/> Yes <input type="radio"/> No
NESTLE FOOD COMPANY		↓ Pallet ↓			<input checked="" type="radio"/> Yes <input type="radio"/> No
ORE-IDA FOODS		↓ Pallet ↓	225,000,000		<input checked="" type="radio"/> Yes <input type="radio"/> No
Supplier FOB			Minimum	Maximum	Include
MCCAIN FOODS, LTD. - PRINCE EDWARD ISLAND			18,000,000	30,000,000	<input type="radio"/> Yes <input checked="" type="radio"/> No
MCCAIN FOODS, LTD. - PORTAGE LE PRAIRIE			45,000,000	50,000,000	<input type="radio"/> Yes <input checked="" type="radio"/> No
MCCAIN FOODS, INC. - OTHELLO, WA			27,000,000	132,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No

FIG. 190

19100



**FIG. 191**

FIG. 192

19200

Supplier	#	Volume		
HUDSON INDUSTRIES	0			
INTERNATIONAL DIVERSE FOODS	0			
SUPERIOR COFFEE & FOODS	0			
Supplier FOB	Item	Cont FOB	#	Volume
HUDSON INDUSTRIES-TROY AL	MAYO-BULK	8.4200	0	
HUDSON INDUSTRIES-TROY AL	SAUCE-BULK-TARTAR	9.2300	0	

FIG. 192

19300

Supplier	#	Volume
SSI FOOD SERVICES	0	
TEXAS AMERICAN FOOD SERVICE	0	
WHITEFORD FOODS	0	

Supplier FOB	Item	Cont FOB	#	Volume
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0026	0	
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0016	1	2,090,000
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0010	2	2,508,000

FIG. 193

19400

Supplier	#	Volume
VENTURA FOODS	0	
VENTURA FOODS	1	100,000

Supplier FOB	Item	Cont FOB	#	Volume
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8.9400	0	
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8.8400	1	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9.5100	0	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9.4100	1	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9.1200	0	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9.0200	1	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9.5800	0	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9.4800	1	

FIG. 194

19500

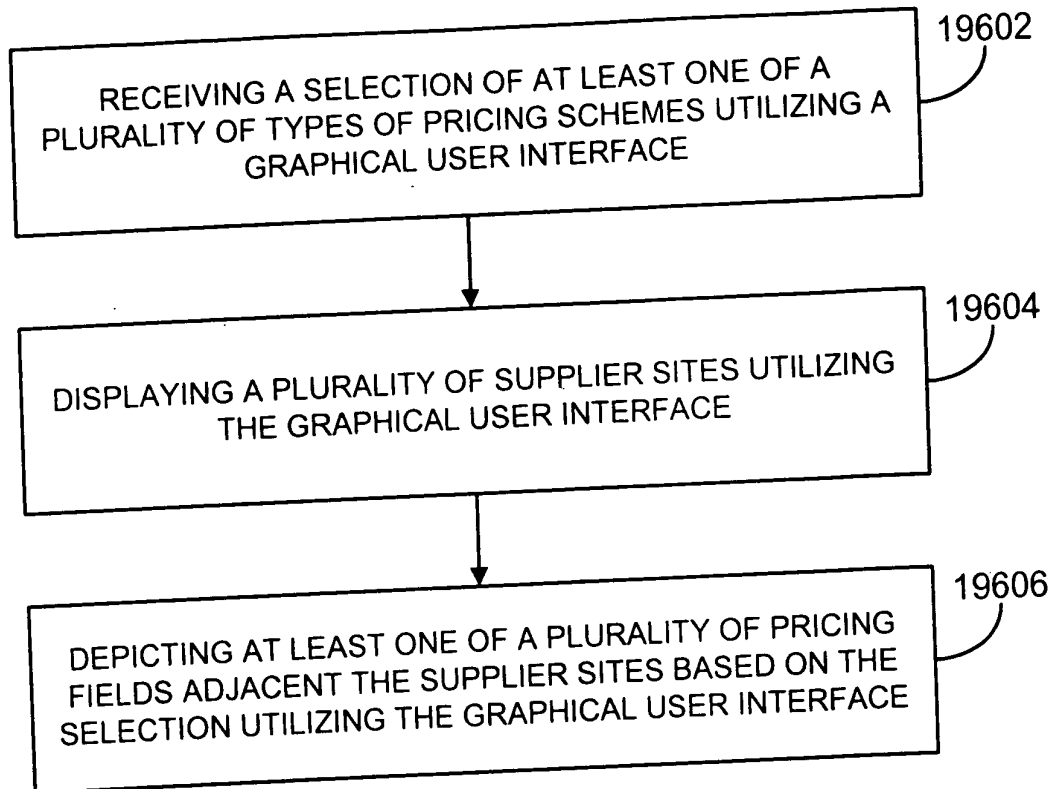
Item Description		Supplier FOB	
FRIES-COATED		CAVENDISH-PRINCE EDWARD	
FRIES-COATED		J.R. SIMPLOT COMPANY-HERMISTON	
FRIES-COATED		LAMB-WESTON, INC. PASCO, WA	
Distribution Center	Delivered	#	Volume
AMERISERVE-OMAHA, NE	0.3750	0	0
AMERISERVE-PLYMOUTH, MN	0.3850	0	0
AMERISERVE-WAUKESHA	0.3670	0	0
FLEMING FOODS-KAPOLEI	0.4725	0	0
KING PROVISION-ATLANTA	0.3950	0	0

FIG. 195

FIG. 195



19600



**FIG. 196**

19700

Total Rest. Growth Amount		Usage Period	
5.00% ~ 19702		09/01/97 to 08/31/98	
Distribution Center	Current Rest. Count	Restaurant Growth %	Projected Avg. Rest. Count
AMERISERVEPOST-ALBUQUERQUE	27	5.00%	26
AMERISERVEPOST-DENVER	35	5.00%	37
AMERISERVEPOST-SALT LAKE, UT	2	5.00%	2
AMERISERVE-OMAHA, NE	166	5.00%	174

FIG. 197

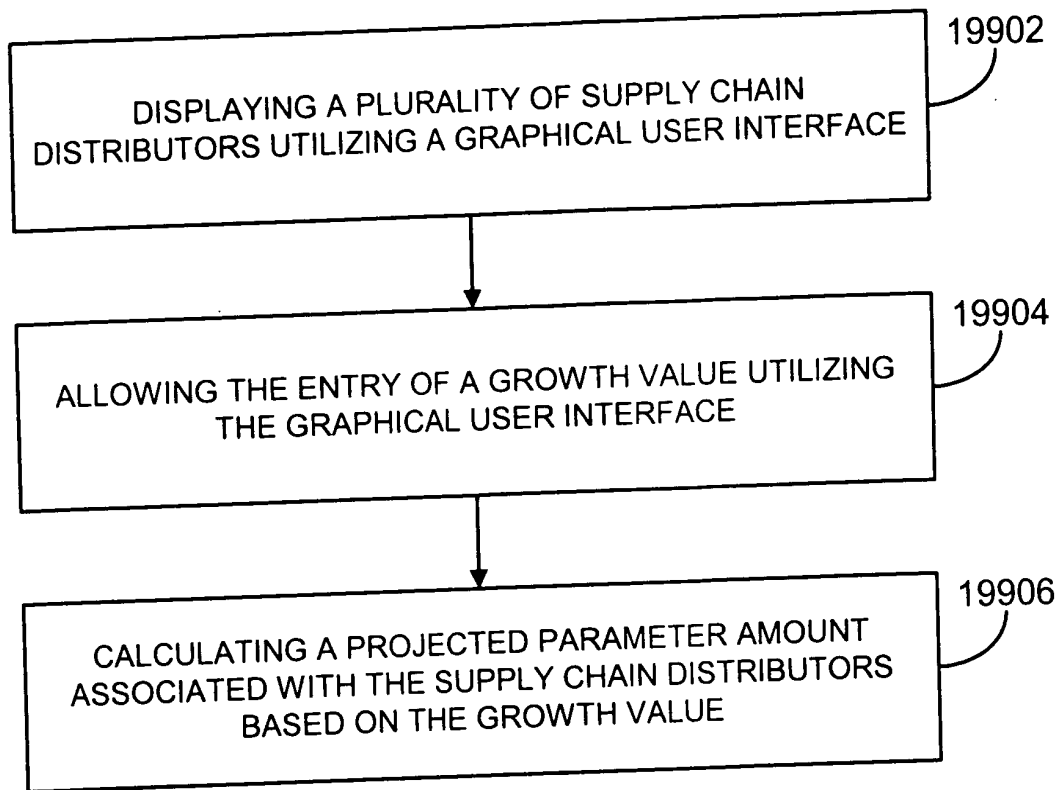
19800

Item		Item Growth %	Usage Period
CHICKEN-PATTY		0.00	

Distribution Center	Previous Usage	Projected Rest. Count	Covg. Factor	Avg. # RM	DC/Item Growth	Projected Usage
AMER-OMAMA	44,035	166	98.49%	24.12	4.00%	49,205
AMER-PLYMOUTH	37,141	177	100.00%	18.30	5.00%	40,823
AMER-MILWAUK	38,520	188	100.00%	19.02	0.00%	42,909

FIG. 198

19900



**FIG. 199**

20000

Supplier FOB		Address	
CAVENDISH FARMS	Dieppe	NB	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999
LAMB-WESTON, INC-AMERICAN FALLS ID	American Falls	ID	83211

Distribution Center	Lane Restriction		Honor TL Rate
AMERISERVE/POST-ALBUQUERQUE	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE/POST-DENVER	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE/POST-SALT LAKE UT	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE-OMAHA, NE	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE-PLYMOUTH, MN	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>

20002

FIG. 200

20100

Supplier FOB		Address	
CAVENDISH FARMS	Dieppe	NB	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999
LAMB-WESTON, INC-AMERICAN FALLS ID	American Falls	ID	83211

Distribution Center	Lane Restriction	
AMERISERVE/POST-ALBUQUERQUE	<input type="radio"/> Solver	<input checked="" type="radio"/> Required <input type="radio"/> Excluded
AMERISERVE/POST-DENVER	<input checked="" type="radio"/> Solver	<input type="radio"/> Required <input type="radio"/> Excluded

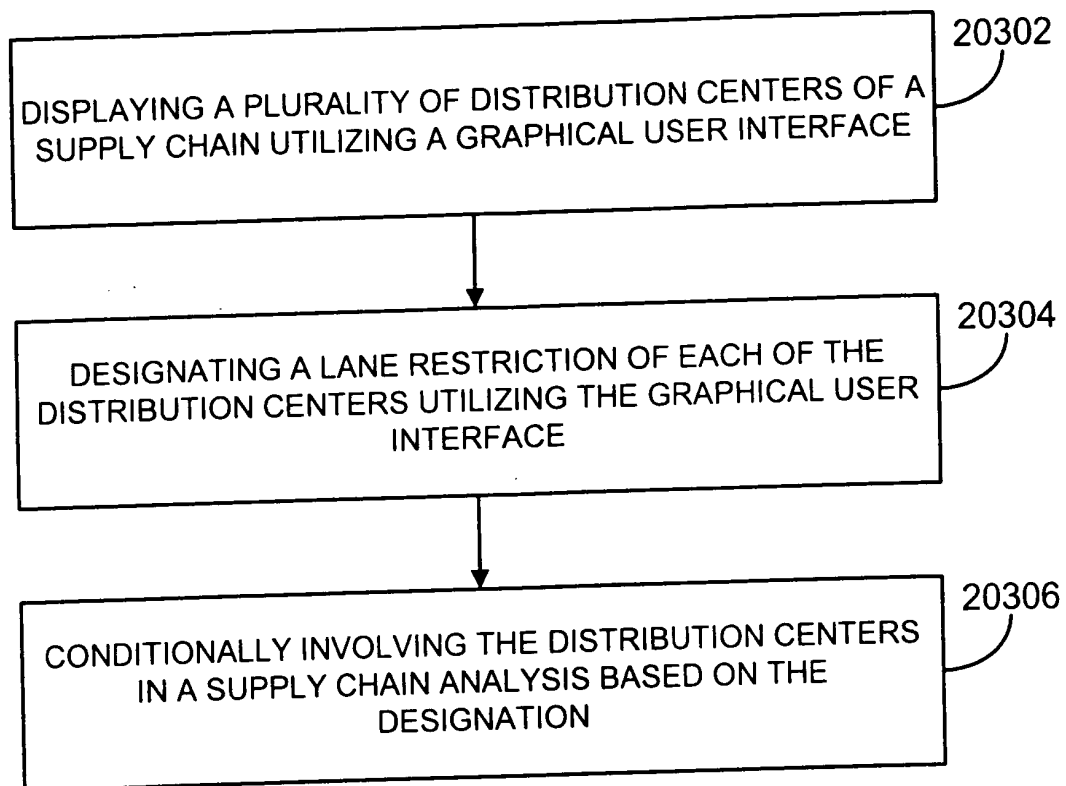
FIG. 201

20200

Invalid Selection	
<p><b>i</b> AMERISERVE/POST-ALBUQUERQUE is already required by J.R. SIMPLOT COMPANY-HERMISTON, OR.</p>	
<p>OK</p>	

FIG. 202

20300



**FIG. 203**

20400

Supplier FOB		Address	
CAVENDISH FARMS		Olepe	NB E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR		Hermiston	OR 99999
LAMB-WESTON, INC.-AMERICAN FALLS ID		American Falls	ID 83211
Distribution Center	Truckload Freight	Lane Distance	
AMERISERVEPOST-ALBUQUERQUE	1,617		
AMERISERVEPOST-DENVER	1,277		
AMERISERVEPOST-SALT LAKE UT	691		

FIG. 204

20500

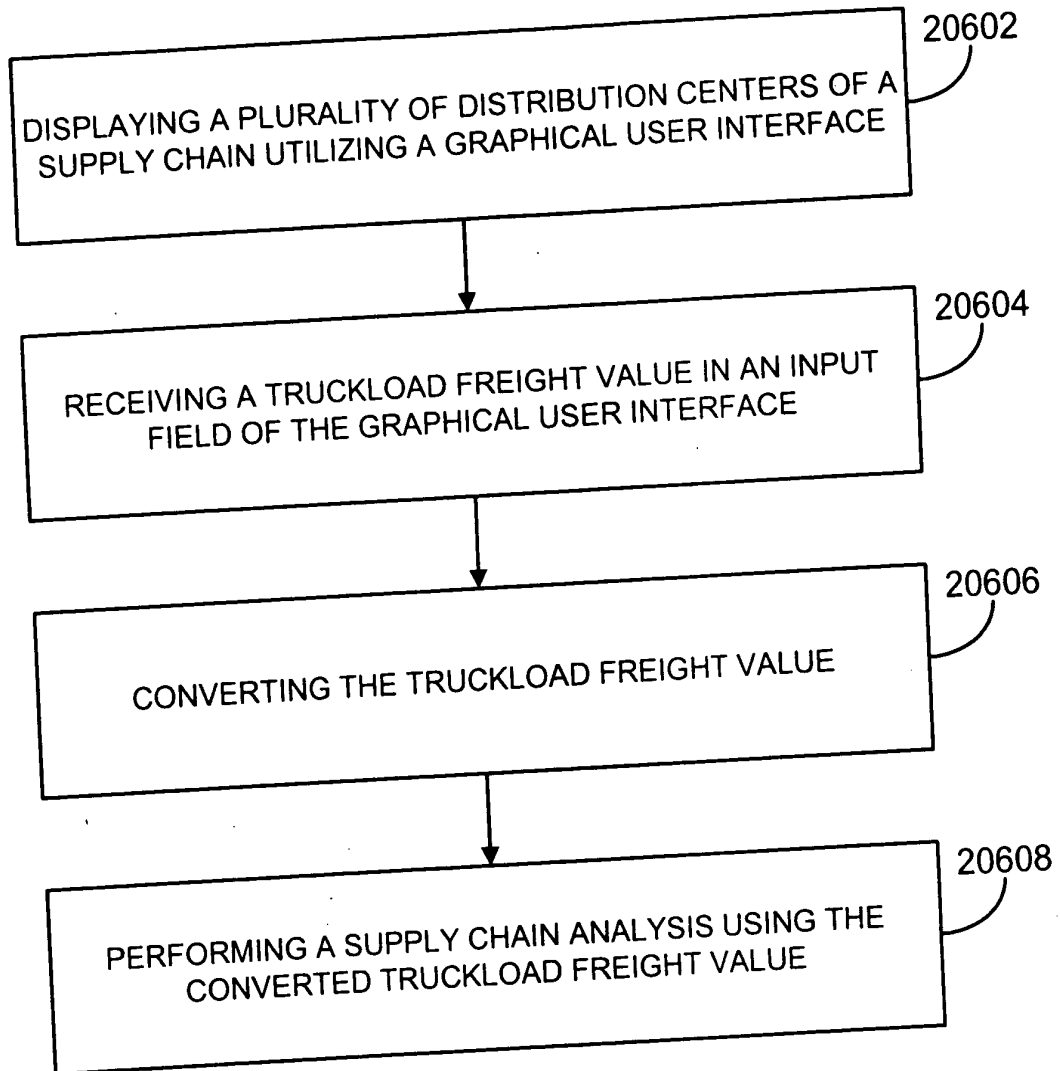
Supplier FOB		Address	
O.K. FOODS-FORT SMITH AR		Fort Smith	AR 72904
TYSON FOODS-GREEN FORREST, AR		Green Forest	AR 72638
TYSON FOODS-RUSSELVILLE AR		Russelville	AR 72801

Distribution Center	Weight	LTL Minimum	0 to 1,000 LBS	1,001 to 5,000 LBS	5,001 to 10,000 LBS	10,001 to 20,000 LBS	20,000 LBS	+
PS-ATLANTA	15,000					1.10		
PS-BURLINGTON	15,000	400.00				1.20		

FIG. 205

FIG. 204-205

20600



**FIG. 206**

20700 20700 20700

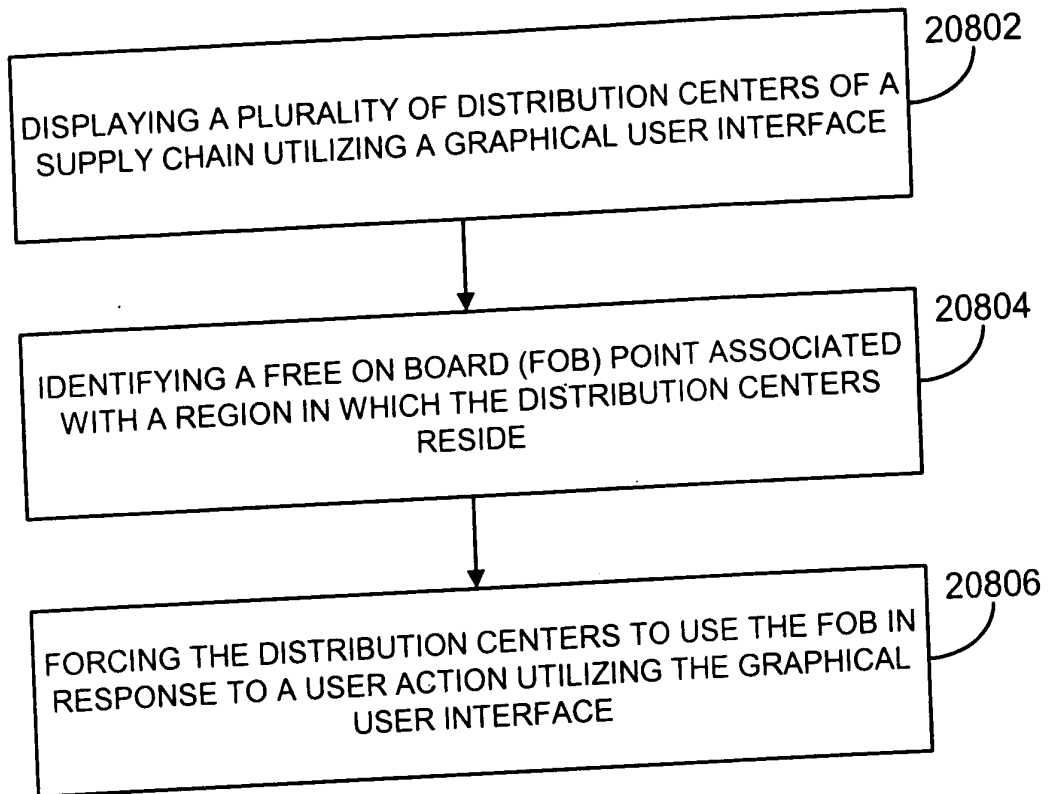
20700

Analysis Region	Force FOB
MCCABE-PORTLAND/RNW-ANCHORAGE	<input checked="" type="radio"/> Yes <input type="radio"/> No
Distribution Center Name	Site Role
MCCABE-QUALITY FOODS-PORTLAND	Corporate & FOB Point
RESTAURANTS NW-ANCHORAGE	Corporate & FOB Point

FIG. 207



20800



**FIG. 208**

20900



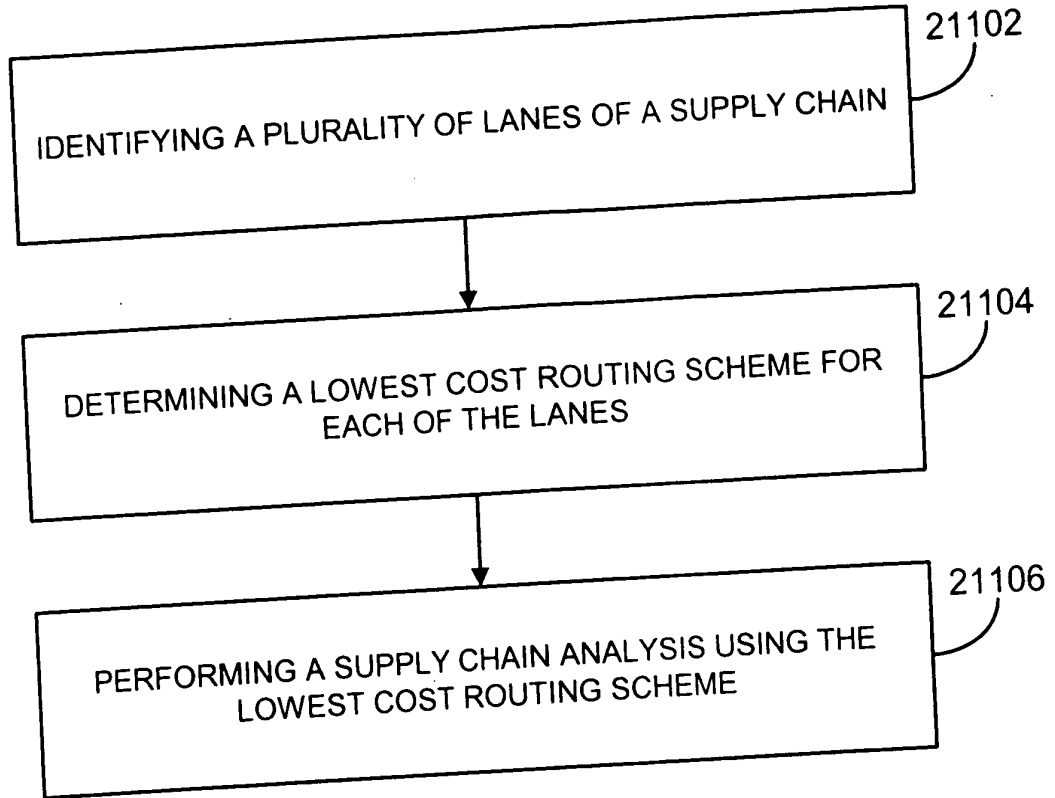
FIG. 209

21000

A screenshot of a software interface for report selection. The interface is divided into two main sections: "Report Selection" on the left and "Report Name" on the right. The "Report Selection" section contains a "Report Type" dropdown menu with "Optimal Product Routing" selected, and "Report Parameters" for "Supplier", "Supplier FOB", and "Distribution Center", each with a dropdown menu set to "(All)". There is also a "Version" dropdown menu set to "Base Version". The "Report Name" section contains a list of report names: "Freight Information Provided", "Freight Information Provided", "LTL Routing Grid By Lane", "Routing Results By Lane", "Routing Results By Lane, Item", "Routing Results w/ RDC Breakout By Lane", "Routing Results w/ RDC Breakout By Lane, Item", and "TL Freight Variance Analysis". The first two entries are highlighted in black. The interface has a standard Windows-style border with scrollbars on the right and bottom.

FIG. 210

21100



**FIG. 211**

21200

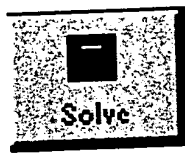


FIG. 212

21300

21302

**Report Selection**

Report Type:	Report Name:
Awarded Volume	Awarded Volume by Item - Detail
Awarded Volume	
Comparison Reports	
Cost Matrix Preview	
Optimal Product Routing	
Tab Reports	
	ew Capacity & Prices

FIG. 213

21400

Awarded Volume by Item - Detail  
 Awarded Volume by Item - Detail  
 Awarded Volume by Item - Freight  
 Awarded Volume by Item - Summary  
 Competing DC Freight Analysis by Item  
 Lane Assignment Matrix  
 Lane Weighted Average Delivered Cost

**FIG. 214**

21500

Assigned Volume Percentages (no conversion)  
 Assigned Volume Percentages (with conversion)  
 Invoice FOB Detail Comparison (no conversion)  
 Invoice FOB Detail Comparison (with conversion)  
 Invoice FOB Savings Comparison (no conversion)  
 Invoice FOB Savings Comparison (with conversion)

**FIG. 215**

21600

Report Type:	Report Name:
Comparison Reports	Assigned Volume Percentages (no conversion)

**FIG. 216**

21700

Report Name:  
 Assigned Volume Percentages (no conversion)  
 Assigned Volume Percentages (no conversion)  
 Assigned Volume Percentages (with conversion)  
 Invoice FOB Detail Comparison (no conversion)

**FIG. 217**

21800

Item: HASH BROWNS(ROUND)

Comparison Versions:

- Base version
- With LTL riding with CCF, forced TL
- LTL moving with CCF, no Cavendish

Include Cost Matrices: Yes ☒ No ☐

FIG. 218

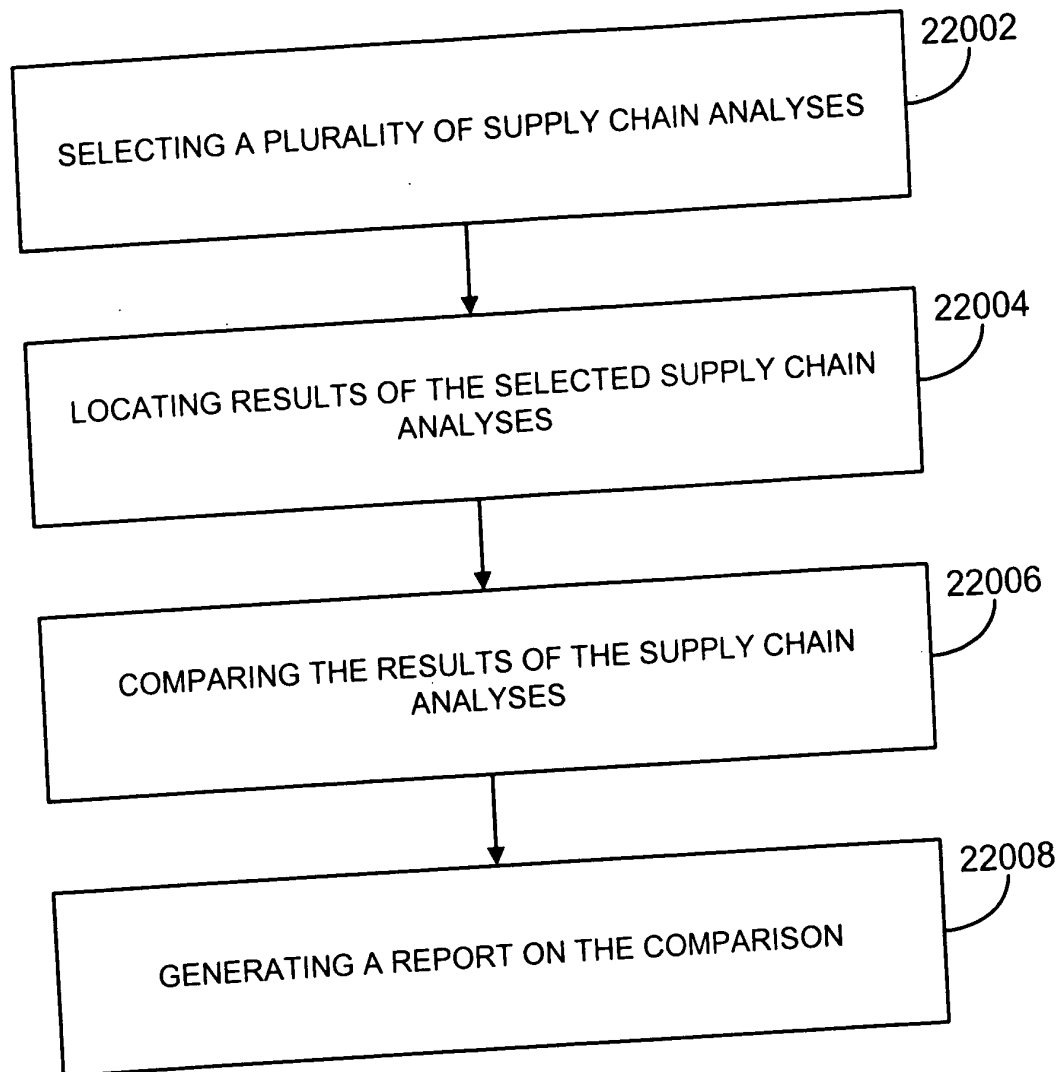
21900



FIG. 219

FIG. 218

22000



**FIG. 220**

22100



FIG. 221

22200

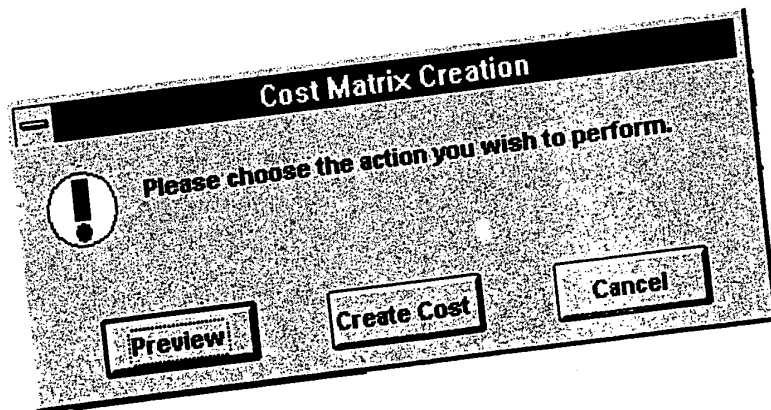


FIG. 222



Supply Patronage Sales/Inv Utilities Data Options

Supplier  
Supplier Site  
Distributor  
DC

Item  
Proposal  
Least Cost Analysis  
Formula Pricing  
Contract  
Cost  
Vendor Rating  
Contact Management  
Logistics & Distribution  
Bakery Coverage

Least Cost  
Contract

Edit / View  
New (Using Previous)

22300

FIG. 223

22400

Formula Pricing - BEEF - 77% - 04/06/98

General Info Pricing Freight Formulas Block Cost Adjustments

Pricing ID: 12

Description: Beef Pricing 04/06/01

Item: BEEF - 77%

Raw Material Pricing Date: 04/06/01 From: 03/23/01 To: 04/03/01

Cost Matrix Begin Date: 03/15/01 End Date: 03/28/01

FOB Adjustment Amount: 0.0000

FIG. 224



22800

Pricing ID	Calc. Date	Description
10	03/08/98	Beef Pricing 3/8/98
11	03/23/98	Beef Pricing 3/23/98

OK Cancel

FIG. 228

22900

**Formula Pricing - BEEF - 77% - 04/06/98**

General Info | Pricing | Freight | Formulas | Block Cost | Adjustments

Supplier FOB		Address
AMERICAN FOOD SERVICE		King of Prussia, PA 19406
DIVERSITY FOOD PROCESSING-VIRGINIA		Petersburg, VA 23805
GOOD SERVINGS PRODUCTS-NH		Manchester, NH 03108

Material Type	Freight Amt
Fresh Domestic 50% Trim	0.0450
Fresh Domestic 65% Trim	0.0000
Fresh Domestic 73% Trim	0.0000
Fresh Domestic 75% Trim	0.0000
Fresh Domestic 80% Lean	0.0000
Fresh Domestic 85% Lean	0.0000
Fresh Domestic 90% Lean	0.0400
Fresh Domestic 90% Lean-Blue	0.0000
Fresh Domestic 90% Lean-Yellow	0.0000
Frozen Domestic 90% Lean	0.0000
Imported Australia 90% Lean	0.0150

FIG. 229

23000

Formula Pricing - BEEF - 77% - 04/06/98																
General Info		Pricing		Freight		Formulas		Block Cost		Adjustments						Total
Formula	Pct	Cost	Pct	Cost	Pct	Cost	Pct	Cost	Pct	Cost	Pct	Cost	Pct	Cost	Pct	Cost
AFS-1	0.3120	0.2871	0.2000	0.1949	0.1400	0.1368					0.1880	0.2134	0.4000	0.3924	0.1000	0.0911
DIV-1	0.1400	0.1295									0.2000	0.2190	0.3200	0.3139		
GS-1	0.3270	0.3042									0.1730	0.1972	0.3600	0.3549	0.1400	0.1303
S&C-1	0.2414	0.2200					0.2179	0.2026	0.2179	0.2153	0.2179	0.2386			0.1050	0.0956
SER-1	0.3250	0.2926									0.1750	0.1951	0.3650	0.3571	0.1350	0.1236
TEX-1	0.3090	0.2786									0.3410	0.3802	0.2500	0.2452	0.1000	0.0896
WHI-1	0.3250	0.2958									0.1750	0.1969	0.3650	0.3608	0.1350	0.1230
WIS-1	0.3325	0.2977									0.4675	0.5165	0.1000	0.0986	0.1000	0.0890

FIG. 230

23100

Formula Pricing - BEEF - 77% - 04/06/98						
General Info		Pricing	Freight	Formulas	Block Cost	Adjustments
Formula	Raw Material Cost	Yield	Block Cost	Margin	FOB Price	Include?
AFS-1	0.9840	0.99	\$0.9990	0.1232	\$1.1222	<input checked="" type="checkbox"/>
DIV-1	0.9941	0.98	\$1.0123	0.1669	\$1.1792	<input checked="" type="checkbox"/>
GS-1	0.9866	0.98	\$1.0037	0.1287	\$1.1324	<input checked="" type="checkbox"/>
S&C-1	0.9721	1.00	\$0.9721	0.1457	\$1.1178	<input checked="" type="checkbox"/>
SER-1	0.9684	0.99	\$0.9831	0.1325	\$1.1156	<input checked="" type="checkbox"/>
TEX-1	0.9916	0.99	\$1.0067	0.1232	\$1.1299	<input checked="" type="checkbox"/>
WHI-1	0.9765	0.98	\$0.9939	0.1275	\$1.1214	<input checked="" type="checkbox"/>
WIS-1	1.0016	0.98	\$1.0202	0.1334	\$1.1536	<input checked="" type="checkbox"/>

FIG. 231

23200

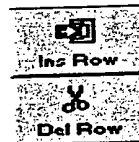
Formula Pricing - BEEF - 77% - 04/06/98

Formula	Raw Cost	Yield	FOB Price	Margin	Adjustments	Adj. FOB Price
AFS-1	0.9840	0.9850	0.9990	0.1232	0.0000	1.1222
DIV-1	0.9941	0.9820	1.0123	0.1669	0.1500	1.3292
GS-1	0.9866	0.9830	1.0037	0.1287	0.0000	1.1324
S&C-1	0.9721	1.0000	0.9721	0.1457	0.0000	1.1178
SER-1	0.9684	0.9850	0.9831	0.1325	0.0000	1.1156
TEX-1	0.9816	0.9850	1.0067	0.1232	0.0000	1.1299

Amount	Adjustment Desc
0.1500	Upcharge

FIG. 232



23300

23302

FIG. 233

23400



FIG. 234

23500

Formula Maintenance			
Formula ID	Facility	Description	Short Name
5	AMERICAN FOOD SERVICE	American Food Service Formula A	AFS-1
7	DIVERSITY FOOD PROCESSING - VIRGIN	DIV Formula - 1b	DIV-1
8	GOOD SERVINGS PRODUCTS - NH	Good Servings Formula 1	GS-1
Number of Rows: 14			
Material Type		Begin Date	Percentage
Fresh Domestic 50% Trim		10/03/1997	31.2000%
Fresh Domestic 73% Trim		10/01/1996	20.0000%
Fresh Domestic 85% Lean		10/01/1997	5.0000%
Fresh Domestic 90% Lean		10/01/1997	18.8000%
Number of Rows: 6			100.0000%

FIG. 235

Supply		Patronage	Sales/Inv	Utilities	Window	Hel
Supplier						
Supplier Site						
Distributor						
DC						
Item						
Proposal						
Least Cost Analysis						
Formula Pricing						
Contract						
Cost						
Vendor Rating						
Contact Management						
Logistics & Distribution						
Bakery Coverage						

23600

FIG. 236

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